# THE INDUSTRIAL ARTS INDEX

## 1928-1929

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# THE
# INDUSTRIAL ARTS INDEX

## SIXTH TWO-YEAR CUMULATION
(SEVENTEENTH ANNUAL VOLUME)

## 1928-1929

SUBJECT INDEX TO A SELECTED LIST OF ENGINEERING, TRADE AND BUSINESS PERIODICALS, BOOKS AND PAMPHLETS

WITH A LIST OF IMPORTANT TECHNICAL SOCIETIES

EDITED BY
MARION E. POTTER, LOUISE D. TEICH
MARIAN LORD HAZARD

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# PREFACE

This two-year cumulation of the Industrial Arts Index, the sixth of the series, covers approximately the years 1928 and 1929, and includes the periodical references and the 4417 book titles that have appeared in the current numbers of the Index during that period.

Airway Age and Oil and Gas Journal were added to the list of magazines indexed beginning with 1929. Business Week was added beginning with its initial number, September 7, 1929; and Melliand (American edition) with its initial number, April, 1929; System has been indexed since July, 1929.

The List of Technical Societies on the following pages has been revised for this volume and some additions made.

Louise Teich has been the mainstay of this Index from its beginning and it is but just to say that it could not have reached its present state without her. Marian Lord Hazard has assisted in indexing and proofreading thru the two-year period. Leona Kohn has likewise helped during the latter part of the period. Acknowledgment should be made again to Charlotte Trilling and Jessie Van Strander for their work on this and previous volumes and to Grace Gilbert and Ruth Ward for their services thru most of the past two years.

M. E. P.

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# Technical Societies

The following list is compiled by Marian Lord Hazard from information furnished by secretaries of the societies and from notices found in the periodicals indexed in the Industrial Arts Index for 1929.

**Actuarial society of America**
Sec. R. D. Murphy, 256 Broadway, New York

**Advertising affiliation**
Sec. J. Jay Fuller, 259 Delaware Ave., Buffalo, N.Y.

**Advertising commission**
Sec. H. H. Burdick, c/o R. L. Polk Co., 431 Howard St., Detroit

**Advertising federation of America (formerly International advertising association)**
Gen. Mgr. Earle Pearson, 420 Lexington Ave., New York

**Aerial league of America**
Sec. 280 Madison Ave., New York

**Aeronautical chamber of commerce of America, inc.**
Sec. L. K. Bell, 10 E. 40th St., New York

**Agricultural publishers' association**
Exec.-Sec. Victor F. Hayden, 360 N. Michigan Ave., Chicago

**Air brake association**
Sec. T. L. Burton, 5605 Grand Central Terminal, New York

**American academy of arts and sciences**
Corr.-Sec. Robert P. Bigelow, 28 Newbury Street, Boston

**American acceptance council**
Sec. Robert H. Bean, 120 Broadway, New York

**American arbitration association**
Sec. James H. Post, 521 Fifth Ave., New York

**American association for labor legislation**
Sec. Dr. John B. Andrews, 131 E. 23rd St., New York

**American association for the advancement of science**
Sec. Dr. Burton E. Livingston, Smithsonian Institution Bldg., Washington, D.C.

**American association of advertising agencies**
Exec.-Sec. F. R. Gamble, 420 Lexington Ave., New York

**American association of agricultural editors**
Pres. John F. Cunningham, Racine, Wis.

**American association of cereal chemists**
Sec. M. D. Mize, 836 Board of Trade, Omaha, Neb.

**American association of engineers**
Sec. Miss M. E. McIver, 8 S. Michigan Ave., Chicago

**American association of ice and refrigeration**
Now the American institute of refrigeration

**American association of industrial physicians and surgeons**
Sec. Volney S. Cheney, c/o Armour & Co.-U.S. Yards, Chicago

**American association of museums**
Dir. Laurence V. Coleman, Smithsonian Institution, Washington, D.C.

**American association of passenger traffic officers**
Sec. W. C. Hope, 143 Liberty Street, New York

**American association of personal finance companies**
Sec. Edgar F. Fowler, 712 Tower Bldg., Washington, D.C.

**American association of petroleum geologists**
Manager. J. P. D. Hull, Box 1852, Tulsa, Okla.

**American association of port authorities**
Sec. Tiley S. McChesney, 520 Whitney Bank Bldg., New Orleans

**American association of railroad superintendents**
Sec. J. Rothschild, 111 Union Station, St. Louis

**American association of railway advertising agents**
Sec. E. A. Abbott, 85 W. Harrison St., Chicago

**American association of state highway officials**
Exec.-Sec. W. C. Markham, 1222 National Press Bldg., Washington, D.C.

**American association of textile chemists and colorists**
Sec. Alex. Morrison, c/o American Woolen Co. Andover, Mass.

**American association of woolen and worsted manufacturers**
Now merged with the Wool institute, inc.

**American automobile association**
Asst.-Sec. Russell E. Singer, 17th St. & Pennsylvania Ave., Washington, D.C.

**—Motor bus division**
See entry under National association of motor bus operators

**American bankers' association**
Sec. Wm. G. Fitzwilson, 110 E. 42d St., New York

**American boiler manufacturers' association**
Sec.-Treas. A. C. Baker, 801 Rockefeller Bldg., Cleveland

**American bureau of metal statistics**
Dir. W. R. Ingalls, 33 Rector St., New York

**American bureau of welding**
Sec. William Spraragen, 33 W. 39th St., New York

**American ceramic society**
Sec. Ross C. Purdy, 2525 N. High St., Columbus, Ohio

**American chemical society**
Sec. Charles L. Parsons, Mills Bldg., 1709 G St., N.W., Washington, D.C.

**American civic association**
Sec. Miss Harlean James, 901-3 Union Trust Bldg., Washington, D.C.

**American community advertising association**
Sec. Don E. Mowry, 301 Beaver Bldg., Madison, Wis.

**American concrete institute**
Sec. Harvey Whipple, 2970 West Grand Boulevard, Detroit, Mich.

**American construction council**
Exec.-Sec. Dwight L. Hoopingarner, 28 W. 44th St., New York
Aim is to correlate the efforts of the existing organizations, including architects, contractors, labor, manufacturers, and public utilities, state, and federal officers, for the betterment of the industry

**American cotton manufacturers' association**
Sec. W. M. McLaurine, 1206 First National Bank Bldg., Charlotte, N.C.

**American dairy science association**
Sec. J. M. Sherman, Cornell University, Ithaca, N.Y.

**American drug manufacturers' association**
Sec. Carson P. Frailey, Albee Bldg., 1426 G St., N.W., Washington, D.C.

**American economic association**
Sec.-Treas. Frederick S. Deibler, Northwestern University, Evanston, Ill.

**American electric railway accountants' association**
Sec.-Treas. Guy C. Hecker, 292 Madison Ave., New York

**American electric railway association**
Sec. Guy C. Hecker, 292 Madison Ave., New York

**American electrochemical society**
Sec. Colin G. Fink, Columbia University, New York

**American electro-platers' society**
Sec. George Gehling, 5001 Edmund St., Philadelphia
Branch societies with names and addresses of secretaries and notices of meetings are published each month in the Brass World

**Amercan engineering council**
Exec.-Sec. Lawrence W. Wallace, 26 Jackson Place, Washington, D.C.

**American engineering standards committee**
Now the American standards association

**American face brick association**
Sec.-Treas. George S. Eaton, 128 N. Wells St., Chicago

**American federation of arts**
Sec. Miss Leila Mechlin, Barr Bldg., Farragut Square, Washington, D.C.

**American forestry association**
Sec. Ovid M. Butler, Lenox Bldg., 1523 L St., N.W., Washington, D.C.

**American foundrymen's association**
Sec. C. E. Hoyt, 222 W. Adams St., Chicago

**American gas association**
Managing Dir. Alexander Forward, 420 Lexington Avenue, New York

**American gear manufacturers' association**
Sec. T. W. Owen, 3608 Euclid Ave., Cleveland

**American gold and silver institute**
Dir. H. N. Lawrie, 1001 15th St., N.W., Washington, D.C.

**American granite association, inc.**
Sec. H. H. Sherman, 31 State St., Boston

**American hardware manufacturers' association**
Sec. Charles F. Rockwell, 342 Madison Ave., New York

**American home magazine publishers, inc.** (formerly Mail order publishers association)
Exec.-Sec. L. B. Fisk, 510 N. Dearborn St., Chicago

**American industrial lenders association**
Sec. G. W. Kehr, 10 S. Market St., Harrisburg, Pa.

**American institute of accountants**
Sec. A. P. Richardson, 135 Cedar St., New York

**American institute of actuaries**
Sec. E. G. Fassel, 210 E. Wisconsin Ave., Milwaukee, Wis.

**American institute of architects**
Exec.-Sec. Frank C. Baldwin, Octagon House, 1741 New York Ave., N.W., Washington, D.C.

**American institute of banking**
Sec. Richard W. Hill, 110 E. 42d St., New York

**American institute of chemical engineers**
Sec. H. C. Parmelee, 10th Ave. at 36th St., New York

**American institute of chemists**
Sec. Howard S. Neiman, 233 Broadway, New York

**American institute of consulting engineers, inc.**
Sec. Philip W. Henry, 75 West St, New York

**American institute of cooperation**
Sec. Charles W. Holman, 1731 Eye St., N.W., Washington, D.C.

**American institute of electrical engineers**
Sec. F. L. Hutchinson, 33 W. 39th St., New York

**American institute of food distribution, inc.**
Sec. V. H. Pelz, 369 Lexington Ave., New York

**American institute of laundering, inc.**
Owned and directed by the Laundryowners national association of the United States and Canada, La Salle, Ill.

**American institute of mining and metallurgical engineers**
Sec. H. Foster Bain, 29 W. 39th St., New York

**American institute of quantity surveyors**
Sec. F. E. Dischner, 701 Empire Bldg., Detroit

**American institute of refrigeration** (formerly American association of ice and refrigeration)
Exec.-Sec. Louis Baron, 570 Seventh Ave., New York

**American institute of steel construction, inc.**
Exec.-Dir. Charles F. Abbott, 200 Madison Ave., New York

**American institute of weights and measures**
Sec. William E. Bullock, 33 Rector St., New York

**American iron and steel institute**
Sec. E. A. S. Clarke, 75 West St., New York

**American iron, steel and heavy hardware association**
Now the American steel and heavy hardware association

**American leather belting association**
Sec. J. L. Nelson, 41 Park Row, New York

**American leather chemists' association**
Sec. H. C. Reed, 143 W. 20th St., New York

**American malleable castings association**
Now the Malleable iron research institute, inc.

**American management association**
Managing Dir. W. J. Donald, 20 Vesey St., New York

**American manganese producers association**
Sec. Harold A. Pumpelly, Metropolitan Bank Bldg., Washington, D.C.

**American manufacturers' export association**
Sec. Roy G. Owens, Woolworth Bldg., 233 Broadway, New York

**American mathematical society**
Sec. R. G. D. Richardson, 501 W. 116th St., New York

**American merchant marine library association**
Sec. 67 Wall St., New York

**American meteorological society**
Sec. Charles F. Brooks, Clark University, Worcester, Mass.

**American mining congress**
Sec. James F. Callbreath, Munsey Bldg., Washington, D.C.

**American national retail jewelers' association**
Sec. Charles T. Evans, Neenah, Wis.

**American newspaper publishers association**
Gen.-Mgr. L. B. Palmer, 270 Madison Ave., New York

**American oil burner association**
Exec.-Sec. Harry Tapp, 342 Madison Ave, New York

**American oil chemists' society**
Sec.-Treas. J. C. P. Helm, 705 Tchoupitoulas St., New Orleans, La.

**American order of steam engineers**
Sec. W. S. Wetzler, 6033 Jefferson St., Philadelphia

**American paint and varnish manufacturers' association**
Sec. G. B. Heckel, 1002-4 Public Ledger Bldg., Philadelphia
This association is a merger of the National varnish manufacturers' association and the Paint manufacturers' association of the United States

**American paper and pulp association**
Sec. Charles W. Boyce, 18 E. 41st St., New York

**American peat society**
Sec.-Treas. J. H. Beattie, McLean, Virginia

**American petroleum institute**
Exec.-Vice Pres. W. R. Boyd, jr., 250 Park Ave., New York

**American pharmaceutical association**
Sec. E. F. Kelly, 10 West Chase St., Baltimore, Md.

**American pharmaceutical manufacturers' association**
Sec. J. G. Searle, c/o G. D. Searle Co., 4741 Ravenswood Ave., Chicago

**American photo-engravers' association**
Sec. Louis Flader, 166 W. Van Buren St., Chicago

**American physical society**
Sec. W. L. Severinghaus, Columbia University, New York

**American public health association**
Sec. Homer N. Calver, 370 Seventh Ave., New York

**American radio relay league, inc.**
Sec. K. B. Warner, 1711 Park St., Hartford, Conn.

**American railway association**
Sec. H. J. Forster, 30 Vesey St., New York

**A complete list of the various divisions and sections of the American railway association, and also of all the other important railway associations, with convention dates and secretaries, is to be found in the first number of each month of the Railway Age**

**American railway bridge and building association**
Sec. C. A. Lichty, C. & N.W. Railway, 319 N. Waller Ave., Chicago

**American railway development association**
Sec. A. W. Large, General Agricultural Agent, C. R. I. & P. Railway, Chicago

**American railway engineering association**
Sec. E. H. Fritch, 431 S. Dearborn St., Chicago

**American railway tool foremen's association**
Sec. G. G. Macina, 11402 Calumet Ave., Chicago

**American refractories institute**
Sec. Dorothy A. Texter, 2202 Oliver Bldg., Pittsburgh, Pa.

**American road builders association**
Sec. Charles M. Upham, 914 National Press Bldg., Washington, D.C.
Highway industries association is now the Manufacturers' division of this association

**American scientific congress**
See the Pan American scientific congress

**American short line railroad association**
Sec. T. F. Whittelsey, 401 Union Trust Bldg., Washington, D.C.

**American silver producers' association**
Sec. Henry M. Rives, 210 Reno National Bank Bldg., Reno, Nevada

**American society for municipal improvements**
Sec. C. W. S. Sammelman, 4359 Lindell Blvd., St. Louis, Mo.

**American society for steel treating**
Sec. W. H. Eisenman, 7016 Euclid Ave., Cleveland

**American society for testing materials**
Sec.-Treas. C. L. Warwick, 1315 Spruce St., Philadelphia

**American society of agricultural engineering**
Sec. Raymond Olney, St. Joseph, Mich.

**American society of civil engineers**
Sec. George T. Seabury, United Engineering Societies Bldg., 33 W. 39th St., New York

**American society of heating and ventilating engineers**
Sec. A. V. Hutchinson, 29 W. 39th St., New York

**American society of landscape architects**
Exec.-Sec. Bradford Williams, 9 Park St., Boston

**American society of mechanical engineers**
Sec. Calvin W. Rice, 29 W. 39th St., New York

**American society of naval engineers**
Sec. Commander H. T. Smith, Bureau of Engineering, Navy Dept., Washington, D.C.

**American society of newspaper editors**
Sec. Martin H. Creager, Milwaukee Journal, Milwaukee, Wis.

**American society of refrigerating engineers**
Sec. David L. Fiske, 37 W. 39th St., New York

**American society of sales executives**
Sec. C. H. Rohrbach, 90 West St., New York

**American society of sanitary engineering**
Sec. T. M. Dugan, 1308 Freemont St., MacKeesport, Pa.

**American specification institute**
Sec. Gardner C. Coughlen, 205 W. Wacker Drive, Chicago

**American standards association (formerly American engineering standards committee)**
Sec. P. G. Agnew, 29 W. 39th St., New York

**American statistical association**
Sec. Willford I. King, Room 530, 236 Wooster St., New York

**American steel and heavy hardware association**
Sec. B. R. Sackett, 505 Arch St., Philadelphia

**American supply and machinery manufacturers' association**
Sec. R. Kennedy Hanson, 717 Clark Bldg., Pittsburgh

**American trade association executives (formerly National association of trade association executives)**
Sec.-Treas. Warner S. Hays, 644 Drexel Bldg., Philadelphia

**American travel development association**
Sec. Charles F. Hatfield, 507 Commercial Bldg., St. Louis, Mo.

**American vocational association**
Sec. Z. M. Smith, Room 225, State House, Indianapolis
This association is a merger of the National society for vocational education and the Vocational education association of the Middle West

**American warehousemen's association**
Sec. E. A. H. Baker, 222 W. Adams St., Chicago

**American water works association**
Sec. Beekman C. Little, 29 W. 39th St, New York

**American welding society**
Sec. Miss M. M. Kelly, 33 W. 39th St., New York

**American wholesale coal association**
Sec. J. C. Cochran, 729 Woodward Bldg., Washington, D.C.

**American wood preservers' association**
Sec. Horace L. Dawson, 1104 Chandler Bldg., Washington, D.C.

**American zinc institute, inc.**
Sec. Stephen S. Tuthill, 27 Cedar St., New York

**Anthracite bureau of information**
Sec. A. H. Armstrong, 1421 Chestnut St., Philadelphia

**Army ordnance association**
Sec. L. A. Codd, 805 Mills Bldg., Washington, D.C.

**Artistic lighting equipment association**
Managing Dir. C. L. Benjamin, 711 Graybar Bldg., 420 Lexington Ave., New York

**Asbestos brake lining association**
Sec. W. J. Parker, 11 E. 44th St., New York

**Asphalt association**
Now Asphalt institute

**Asphalt institute**
Sec. B. L. Boye, 441 Lexington Ave., New York

**Associated advertising clubs of the world**
Now the International advertising association

**Associated business papers, inc.**
Sec. F. M. Feiker, 52 Vanderbilt Ave., New York

**Associated general contractors of America**
Sec. R. W. Richards, 222 Munsey Bldg., Washington, D.C.

**Associated manufacturers of electrical supplies**
Now merged with the Electric power club and the Electrical manufacturers' council to form the National electrical manufacturers' association

**Associated metal lath manufacturers**
Commissioner. Wharton Clay, 205 W. Wacker Drive, Chicago

**Associated stock exchanges**
Sec. Clark C. Wickey, 234 Buhl Bldg., Detroit

**Associated traffic clubs of America**
Sec. F. A. Doebber, 317 Majestic Bldg., Indianapolis, Ind.

**Association of American soap and glycerin producers, inc.**
Manager. Roscoe C. Edlund, 45 E. 17th St., New York

**Association of arts and industries**
Sec. Norma K. Stahle, 230 E. Ohio St., Chicago

**Association of asphalt paving technologists**
Sec. Charles A. Mullen, Room 57, 980 St. Antoine St., Montreal, Quebec

**Association of Canadian building and construction industries**
Sec. J. Clark Reilly, 44 Central Chambers, 46 Elgin St., Ottawa, Ontario

**Association of casualty and surety executives**
Sec. 1 Park Ave., New York

**Association of collegiate schools of architecture**
Sec. Prof. Roy Child Jones, Dept. of Architecture, Univ. of Minnesota, Minneapolis

**Association of consulting chemists and chemical engineers**
Sec. Clarence V. Ekroth, 461 Eighth Ave., New York

**Association of electragists, International**
Sec. Laurence W. Davis, Room 631, 420 Lexington Ave., New York

**Association of governmental labor officials of the United States and Canada**
Now the International association of governmental labor officials of the United States and Canada

**Association of iron and steel electrical engineers**
Managing Dir. John F. Kelly, Empire Bldg., Pittsburgh

**Association of life insurance presidents**
Sec. George T. Wight, 165 Broadway, New York

**Association of manufacturers of wood working machinery**
Mgr. Fred A. Collinge, 53 W. Jackson Blvd., Chicago

**Association of national advertisers, inc.**
Sec.-Treas. Albert E. Haase, 420 Lexington Ave., New York

**Association of official agricultural chemists**
Sec.-Treas. Dr. W. W. Skinner, Box 290, Pennsylvania Ave. Station., Washington, D.C.

**Association of railway claim agents**
Sec. H. D. Morris, District Claim Agent, Northern Pacific Ry., St. Paul, Minn.

**Association of railway electrical engineers**
Sec.-Treas. Joseph A. Andreucetti, Room 413, C. & N. W. Terminal Station, Chicago

**Association of railway executives**
Sec. Stanley J. Strong, Transportation Bldg., 17th & H Sts., N.W., Washington, D.C.

**Association of railway supply men**
Sec. J. W. Fogg, MacLean-Fogg Lock Nut Co., 2649 N. Kildare Ave., Chicago

**Association of reserve city bankers**
Sec. Joseph J. Schroeder, 162 W. Monroe St., Chicago

**Association of scientific apparatus makers of the United States of America**
Now the Scientific apparatus makers of America

**Association of secretaries of foreign chambers of commerce in the United States**
Sec. O. G. Marell, 25 Beaver St., New York

**Atlantic deeper waterways association**
Pres. J. H. Moore, 1405 Widener Bldg., Philadelphia

**Automotive associations**
A list of automobile shows, foreign as well as American, and of conventions and meetings is published each week in Automotive Industries

**Automotive electric association**
Manager. Earl Turner, 1365 Ontario St., Cleveland, O.

**Automotive equipment association**
This association together with the Automotive manufacturers' association is now consolidated with the Motor and equipment association

**Bankers' association for foreign trade**
Sec. F. B. Tedford, c/o First National Bank of Chicago, 38 S. Dearborn St., Chicago

**Better business bureau of New York City, inc.**
Sec. 280 Broadway, New York

**Boston society of civil engineers**
Sec. Everett N. Hutchins, 715 Tremont Temple, Boston

**Bridge and building supply men's association**
Sec. W. H. Lawrence, Johns-Manville Corporation, 41st St. and Madison Ave., New York

**British iron and steel institute**
See the Iron and steel institute

**Brookings institution**
Sec. Charles O. Hardy, 26 Jackson Place, N.W., Washington, D.C.
Includes Institute of economics, Institute for government research and Robert Brookings graduate school

**Building officials' conference of America**
Sec. John W. Oehmann, Room 112A, District Bldg., Washington, D.C.

**Bureau of applied economics, inc.**
Sec. C. V. Maudlin, 1523 L St., N.W., Washington, D.C.

**Bureau of public personnel administration**
Sec. Fred Telford, 923 E. 60th St, Chicago

**Bureau of railway economics**
Chief Clerk-Treas. E. K. Kloman, 1024 Transportation Bldg., Washington, D.C.

**Canadian deep waterways and power association**
Sec. 24 Chatham St., West Windsor, Ontario

**Canadian electric railway association**
Sec. Eustace Smith, jr., 35 Yonge St., Toronto, Ontario

**Canadian electrical association**
Sec. H. M. Lyster, Room 712, Power Bldg., Montreal, Quebec

**Canadian engineering standards association**
Sec. B. Stuart McKenzie, 303 Bryson Bldg., 178 Queen St., Ottawa, Ontario

**Canadian gas association**
Sec.-Treas. George W. Allen, 7 Astley Ave., Toronto, Ont.

**Canadian good roads association**
Sec.-Treas. George A. McNamee, 909 New Birks Bldg., Montreal, Que.

**Canadian institute of chemistry**
Sec. L. E. Westman, 366 Adelaide St, West, Toronto, Ontario

**Canadian institute of mining and metallurgy**
Sec. George C. Mackenzie, 923 Drummond Bldg. 511 St. Catherine St., West, Montreal, Quebec

**Canadian manufacturers' association**
Sec. 67 Yonge St., Toronto, Ontario

**Canadian national clay products association**
Sec.-Treas. Gordon Keith, 49 Turner Road, Toronto

**Canadian pharmaceutical association, inc.**
Sec. R. B. J. Stanbury, 43 Victoria St., Toronto, Ont.

**Canadian pulp and paper association**
Sec.-Man. Edward Beck, 3420 University St., West, Montreal, Quebec

**Canadian railway club**
Sec. C. R. Crook, 129 Charron St., Montreal, Quebec

**Carbon black export association, inc.**
Sec. R. H. de Greeff, c/o R. W. Greeff and Co., 10 E. 40th St., New York

**Cast stone institute**
Sec. Frank M. Brooks, Pasadena, Cal.

**Cement institute**
Gen. Mgr. Luther G. McConnell, 11 E. 44th St., New York

**Chamber of commerce of the United States of America**
Sec. D. A. Skinner, Chamber of Commerce Bldg., Washington, D.C.

**Chemical foundation, inc.**
Sec. Paul Smith, 654 Madison Ave., New York

**China society of America**
Sec. Donald M. Brodie, 19 W. 44th St., New York

**Citizens research institute of Canada**
Sec. 505 Commonwealth Bldg., Toronto, Ontario

**City managers' association**
Now the International city managers' association

**Civil service assembly of the United States and Canada**
Sec. Fred Telford, 923 E. 60th St, Chicago

**Clay products association**
Sec. George C. D. Lenth, 111 W. Washington St., Chicago

**Clearwater timber protective association**
Sec.-Treas. Theodore Fohl, Orofino, Idaho

**Clock manufacturers' association of America**
Sec.-Treas. W. S. Hays, 791 Drexel Bldg., Philadelphia

**Coal mining institute of America**
Sec. W. E. Fohl, House Bldg., Pittsburgh

**Commercial associations**
A list of coming conventions and meetings of commercial associations is published each month in Nation's Business

**Committee on regional plan of New York and its environs**
Sec. Lawrence M. Orton, 130 E. 22d St., New York

**Committee on the relation of electricity to agriculture**
Dir. E. A. White, Room 1120, 58 E. Washington St., Chicago

**Common brick manufacturers' association of America**
Sec. Ralph P. Stoddard, 2121 Guarantee Title Bldg., Cleveland

**Compressed air society**
Sec. C. H. Rohrbach, 90 West St., New York

**Compressed gas manufacturers' association, inc.**
Sec. F. R. Fetherston, 120 W. 42d St., New York

**Concrete associations**
List of organizations, with names and addresses of secretaries, appears monthly in Concrete

**Concrete products association (National)**
See National concrete products association

**Concrete reinforcing steel institute**
Sec. M. A. Beeman, Tribune Tower, Chicago

**Conference board of physicians in industry**
Sec. James Robertson, 247 Park Ave., New York

**Conference of state sanitary engineers**
Sec.-Treas. R. E. Tarbett. "C" Bldg., 16 7th St., S.W., Washington, D.C.

**Cooperative league of the United States of America**
Sec. Cedric Long, 167 W. 12th St., New York

**Cooperative society of America**
Sec. 130 N. Wells St., Chicago

**Copper and brass research association**
Manager. William A. Willis, 25 Broadway, New York

**Copper exporters, inc.**
Sec.-Dir. John de R. Storey, 25 Broadway, New York

**Copper institute**
Sec. R. R. Eckert, 25 Broadway, New York

**Cost association of the paper industry**
Sec. T. J. Burke, 18 E. 41st St., New York

**Cotton-textile institute, inc.**
Sec. Paul B. Halstead, 320 Broadway, New York

**Credit associations**
A directory of the branch officers of the National association of credit men is published in Credit Monthly for January, 1930, p. 38-9

**Detroit bureau of governmental research**
Sec. Miss Janet B. Hunter, 51 W. Warren Ave., Detroit

**Diesel engine manufacturers association**
Sec.-Treas. H. A. Pratt, c/o Ingersoll-Rand Co., 11 Broadway, New York

**Direct mail advertising association**
Sec. Frank L. Pierce, 2227 Barlum Tower, 65 Cadillac Square, Detroit

**Domestic sugar producers' association**
Sec. M. V. Bromberg, 1059 National Press Bldg., 14th and F Sts., N.W., Washington, D.C.

**Douglas fir plywood institute**
Sec. William L. Rawn, 520 Washington Bldg., 1023 Pacific Ave., Tacoma, Wash.

**Drop forge supply association**
Sec.-Treas. A. L. Wurster, Drexel Bldg., Philadelphia

**Eastern railroad association**
Sec. E. N. Bessling, 614 F St., N.W., Washington, D.C.

**Economic research, inc.**
Sec. 120 Broadway, New York

**Electric association**
Sec. R. Bourke Corcoran, 20 N. Wacker Drive, Chicago

**Electric associations**
A complete directory of electrical associations with names and addresses of secretaries is published in the first issue of each volume of the Electrical World in January and July

**Electric power club**
Now merged with the Associated manufacturers of electrical supplies and the Electrical manufacturers' council to form the National electrical manufacturers' association

**Electric steel founders' research group**
Director. R. A. Bull, 541 Diversey Parkway, Chicago

**Electrical manufacturers' council**
Now merged with the Electric power club and the Associated manufacturers of electrical supplies to form the National electrical manufacturers' association

**Electrical porcelain manufacturers association**
Sec. A. M. Ferry, 1427 Eye St., Washington, D.C.

**Electrical supply jobbers' association**
Now National electrical wholesalers' association

**Employing printers' association of America**
Sec. Jesse M. Vollmer, 1205 Monadnock Bldg., Chicago

**Engineering foundation, inc.**
Dir. Alfred D. Flinn, 29 W. 39th St., New York
Includes United engineering society

**Engineering institute of Canada**
Sec. Richard John Durley, 2050 Mansfield St., Montreal, Quebec

**Engineers' club of Philadelphia**
Sec. Chas. E. Billin, 1317 Spruce St., Philadelphia

**Engineers' society of western Pennsylvania**
Sec. K. F. Treschow, William Penn Hotel, Pittsburgh

**Eye sight conservation council of America, inc.**
Director. Guy A. Henry, Times Bldg., New York

**Federated engineers' development corporation**
Sec. Harry B. Hunt, 115 Broadway, New York

**Federated societies on planning and parks**
Exec.-Sec. Miss Harlean James, 901 Union Trust Bldg., Washington, D.C.

**Federation of sewage works association**
Sec.-Treas. H. E. Moses, Assistant chief engineer, Pennsylvania state department of health, Harrisburg, Pa.

**Feldspar grinders institute**
Commissioner. W. J. Parker, 7 E. 44th St., New York

**Financial advertisers' association**
Sec. Preston E. Reed, 231 S. LaSalle St., Chicago

**Food research institute**
Exec.-Asst. Leila B. Tims, Stanford University, Calif.

**Foundry associations**
Foundry association directory, giving names and addresses of presidents and secretaries and time of meetings, is published in first issue of each month of Foundry

**Franklin institute of the state of Pennsylvania**
Sec. Dr. Howard McClenahan, 15 S. 7th St., Philadelphia

**Fuel-power-transportation educational foundation**
Sec. Hartman Bldg., Columbus, Ohio

**Garden cities and town planning association**
Sec. Alfred T. Pike, 3 Gray's Inn Place, London, W. C. 1. England

**Gas associations**
A list of the principal gas associations, with place and date of annual meeting and name and address of secretaries, is published in weekly numbers of Gas Age

**Gas products association**
Sec. Stuart Plumley, 140 S. Dearborn St., Chicago

**Geological society of America**
Sec. Charles P. Berkey, Columbia University, New York

**Governmental research association**
Sec. Russell Forbes, 261 Broadway, New York

**Governors conference**
Sec. Cary A. Hardee, Live Oak, Fla.

**Great Lakes protective association**
Sec. George A. Marr, Rockefeller Bldg., Cleveland, O.

**Great Lakes-St Lawrence tidewater association**
Sec. Chas P. Craig, 522 Munsey Bldg., Washington, D.C.

**Gypsum institute** (formerly Gypsum industries, inc.)
Sec. W. J. Fitzgerald, 110 W. 40th St., New York

**Heating and piping contractors' national association**
Sec. Henry B. Gombers, 50 Union Square—East, New York

**Heating board of trade of New York**
Sec. D. H. Sawyer, 30 Union Square, E., New York

**Highway education board**
Dir. Stephen James, 1723 N Street, N.W., Washington, D.C.

**Highway industries association**
Sec. Charles Upham, 914 National Press Bldg., Washington, D.C.
This is now the Manufacturers' division of the American road builders' association

**Highway research board**
See the National research council

**Hollow building tile association**
Now Structural clay tile association

**Hydraulic society**
Sec. C. H. Rohrbach, 90 West St., New York

**Ice and refrigeration societies**
Notices of national and state associations are published each month in Refrigerating World

**Illuminating engineering society**
Sec. E. H. Hobbie, 29 W. 39th St., New York

**Independent oil men of America**
Exec.-Sec. C. Y. Hinchey, 205 W. Wacker Drive, Chicago

**Industrial truck association**
Sec. C. B. Crockett, 52 Vanderbilt Ave., New York

**Institute for government research**
Sec. Charles O. Hardy, 26 Jackson Place, N.W., Washington, D.C.
An association of citizens for cooperating with public officials in the scientific study of government; a part of the Brookings institution

**Institute for public service**
Dir. William H. Allen, 53 Chambers St., New York

**Institute for research in land economics and public utilities**
Dir. Dr. Richard T. Ely, 337 E. Chicago Ave., Chicago

**Institute of American meat packers**
Pres. William W. Woods, 506 S. Wabash Ave., Chicago

**Institute of carpet manufacturers of America, inc.**
Sec. King Hoagland, 316 Transportation Bldg., Washington, D.C.

**Institute of economics**
Sec. Charles O. Hardy, 26 Jackson Place, N.W., Washington, D.C.
A part of the Brookings Institution

**Institute of international finance**
Dir. John T. Madden, 90 Trinity Place, New York

**Institute of marine engineers**
Sec. James Adamson, 85/88 The Minories, London, E. 1, England

**Institute of radio engineers, inc.**
Sec. Harold P. Westman, 33 W. 39th St., New York

**Insurance organizations**
A complete list of insurance organizations of all kinds, national, state, and local, together with reports of the annual conventions of the more important organizations held during the year, is published in the Spectator December 12, sec 2, 1929

**International acetylene association**
Sec. A. Cressy Morrison, 30 E. 42d St., New York

**International advertising association** (formerly Associated advertising clubs of the world)
Now Advertising federation of America

**International association of electrical inspectors**
Sec. Victor H. Tousley, 612 N. Michigan Ave., Chicago

**International association of fire chiefs**
Sec. James J. Mulcahey, 225 W. 34th St., New York

**International association of governmental officials in industry of the United States and Canada**
Sec.-Treas. Louise Schutz, Industrial Commission, 612 Bremer Arcade, St. Paul, Minn.

**International association of ice cream manufacturers**
Exec.-Sec. Fred Rasmussen, 423 Telegraph Bldg., Harrisburg, Pa.

**International association of industrial accident boards and commissions**
Sec.-Treas. Ethelbert Stewart, Bureau of Labor Statistics, 1712 G St., Washington, D.C.

**International association of inventors** (formerly National association of inventors)
Sec. A. C. Clark, 5715 29th Ave., N.E., Seattle, Wash.

**International association of master painters and decorators of the United States and Canada**
Now International society of master painters and decorators, inc.

**International association of municipal electricians**
Sec. H. N. Lang, P. O. Box 1864, Orlando, Florida

**International association of newspaper advertising executives**
Now Newspaper advertising executives association

**International association of printing house craftsmen**
Sec. L. M. Augustine, 3117 White Ave., Hamilton, Baltimore, Md.

**International association of public employment services**
Sec. B. C. Seiple, Room 8, City Hall, Cleveland

**International association of street sanitation officials**
Sec. A. M. Anderson, 100 N. LaSalle St., Chicago

**International bureau of weights and measures**
Director. C. E. Guillaume, Pavillon Breteuil, Sèvres, Seine-et-Oise, France

**International chamber of commerce**
General Sec. Dr. Edouard Dolléans, 38, Cours Albert Premier, Paris, France
Manager, American Section, John P. Gregg, 1615 H St., N. W., Washington, D.C.

**International city managers' association**
Sec. Clarence E. Ridley, 923 E. 60th St., Chicago

**International commission on illumination**
Asst. Sec. J. W. T. Walsh, National Physical Laboratory, Teddington, Eng.
Pres. U.S. National committee, Clayton H. Sharp, 80th St. and East End Ave., New York
Meetings are held every three years

**International conference on large high tension electric systems**
Sec.-General. J. Tribot Laspière, 25 Boulevard Malesherbes, Paris, France

**International congress of architects**
Sec. of the American section, William H. Beers, 333 Fourth Ave., New York

**International electrotechnical commission**
General Sec. C. le Maistre, 28 Victoria St., Westminster, London, S.W.
International body representing national electrical societies contributing to its support

**International federation for housing and town planning**
Sec. H. Chapman, 25 Bedford Row, London, W.C. 1, England

**International federation of the technical press**
Exec.-Sec. 38, Cours Albert-Ier, Paris, France

**International fixed calendar league**
Sec. Miss L. Prins, 1 Regent St., London, S.W. 1.,, England
See also National committee on calendar simplification for the United States

**International institute of refrigeration**
Sec. A. Barrier, 9 Carnot Ave., Paris, France
Sec., American section, J. F. Nickerson, 5707 W. Lake St., Chicago

**International management institute**
Sec. 154 Route de Lausanne, Geneva, Switzerland

**International organization of industrial employers**
Sec. 33 rue Ducale, Brussels, Belgium

**International railroad master blacksmiths' association**
Sec.-Treas. William J. Mayer, 2347 Clark Ave., Detroit

**International railway congress association**
Sec. P. Ghilain, 74 rue du Progres, Brussels, Belgium

**International railway fuel association**
Sec. C. T. Winkless, 700 LaSalle Street Station, Chicago

**International railway general foremens association**
Sec. William Hall, 1061 W. Wabash St., Winona, Minn.

**International shipping conference**
Sec. H. M. Cleminson, 28 St Mary Axe., London, E.C. 3, England

**International society of master painters and decorators, inc.** (formerly International association of master painters and decorators of the United States and Canada)
Sec. E. J. Bush, 127 N. Jefferson Ave., Peoria, Ill.

**International standards association**
Sec. Mr. Huber-Ruf, Zürich, Switzerland

**International street and interurban railway association (Central Europe)**
Sec. Dr. Arthur Ertel, Favoritenstrasse 9, Vienna

**International tramway, light railway and bus association**
Sec. A. de Bacher, 112 Rue du Trône, Brussels

**International typographical union**
Sec. Woodruff Randolph, 2820 N. Meridian St., Indianapolis, Ind.

**International union of operating engineers**
Sec.-Treas. Dave Evans, 1003 K Street, N.W., Washington, D.C.

**International union of pure and applied chemistry**
Pres. Prof. Einar Biilmann, Copenhagen, Denmark

**International union of woodworkers**
Sec. Fritz Tarnow, Am Köllnischen Park 2, Berlin, Germany

**Inventors' league of the United States**
Pres. George Whigelt, 114 Delaware Ave., Dongan Hills, N.Y.

**Investment bankers' association of America**
Exec.-Vice Pres. Alden H. Little, 33 S. Clark St., Chicago

**Iron and steel institute**
Sec. G. C. Lloyd, 28 Victoria St., London, S.W. 1, England

**Joint committee of national utility associations**
Sec. 1023 Washington Bldg., Washington, D.C.

**Lacquer institute**
Sec.-Treas. H. B. Sweatt, 55 W. 42d St., New York

**Lake carriers' association**
Sec.-Treas. George A. Marr, Rockefeller Bldg., Cleveland, O.

**Laundryowners national association of the United States and Canada**
Sec. W. E. Fitch, La Salle, Ill.

**Lead industries association**
Sec. Felix E. Wormser, 420 Lexington Ave., New York

**Life insurance sales research bureau**
Mgr. John M. Holcombe, jr., 6 Myrtle St., Hartford, Conn.

**Life office management association**
Sec. F. L. Rowland, Box 346, Fort Wayne, Ind.

**Lighting fixture dealers' society of America**
Now the Artistic lighting equipment association

**Lincoln highway association**
Sec. Gale S. Hoag, General Motors Bldg., Detroit

**Linseed association of New York**
Sec. T. J. Hastings, 114 Water St., New York

**Lithographers national association, inc. (formerly the National association of employing lithographers)**
Sec. Maurice Saunders, 104 Fifth Ave., New York

**Mail order publishers' association**
Now American home magazine publishers, inc.

**Malleable iron research institute, inc. (formerly American malleable castings association)**
Sec. Robert E. Belt, Union Trust Bldg., Cleveland

**Manufacturers' aircraft association**
Asst. Sec. S. S. Bradley, 300 Madison Ave., New York

**Manufacturing chemists' association of the United States**
Sec. 921 Woodward Bldg., Washington, D.C.

**Marine associations**
A list of marine societies, giving names and addresses of presidents and secretaries, is published in monthly numbers of Marine Engineering

**Master boilermakers' association**
Sec. Albert F. Stiglmeier, 29 Parkwood St., Albany, N.Y.

**Master car builders and supervisors association**
Sec. A. S. Sternberg, 7926 S. Morgan St., Chicago

**Mathematical association of America**
Sec. W. D. Cairns, Oberlin College, Oberlin, Ohio

**Merchants' association of New York**
Sec. S. C. Mead, 233 Broadway, New York

**Metric association**
Sec. Howard Richards, 156 Fifth Ave., New York

**Mine inspectors institute of America**
Sec. C. A. McDowell, 1022 Oliver Bldg., Pittsburgh

**Mineralogical society of America**
Sec. Prof. Frank R. Van Horn, Case School of Applied Science, Cleveland

**Mining and metallurgical society of America**
Sec. Percy E. Barbour, 2 Rector St., New York

**Mining associations**
List of trade associations connected with United States mining industries is published in Engineering and Mining Journal, Feb. 8, 1930, p. 120-1

**Motor and accessory manufacturers' association**
Now merged with Motor and equipment association

**Motor and equipment association**
Gen. Mgr. M. L. Heminway, 250 W. 57th St., New York

**Motor bus associations**
A list of state associations together with the names and addresses of secretaries is published in Bus Transportation, February 1930, p. 120-1

**Motor vehicle conference committee**
Sec. Russell Huffman, 366 Madison Ave., New York

**Municipal administration service**
Dir. Russell Forbes, 261 Broadway, New York

**National academy of sciences**
Asst.-Sec. Paul Brockett, B & 21st Sts., Washington, D.C.

**National advisory committee for aeronautics**
Sec. John F. Victory, Navy Bldg., 17th and B Sts., N.W., Washington, D.C.

**National aeronautic association**
Gen. Man. Frederick R. Neely, Barr Bldg., Washington, D.C.

**National association of broadcasters, inc.**
Sec. L. S. Baker, 11 W. 42d St., New York

**National association of builders' exchanges**
Sec. Earl F. Stokes, 529 Bond Bldg., Washington, D.C.

**National association of building owners and managers**
Sec. Lewis B. Ermeling, 134 S. LaSalle St., Chicago

**National association of certified public accountants**
Chairman. J. R. Hutchison, 1340 New York Ave., Washington, D.C.

**National association of commercial organization secretaries**
Sec.-Treas. A. S. Dudley, Chamber of Commerce, Sacramento, Cal.

**National association of cost accountants**
Sec. Stuart C. McLeod, 26 W. 44th St., New York

**National association of cotton manufacturers**
Sec. Russell T. Fisher, 80 Federal St., Boston

**National association of credit men**
Exec.-Mgr. Stephen I. Miller, 1 Park Ave., New York

**National association of dyers and cleaners of the United States and Canada**
Sec. Paul C. Trimble, Silver Spring, Md.

**National association of electrical inspectors**
Now International association of electrical inspectors

**National association of employing lithographers**
Now the Lithographers' national association, inc.

**National association of engine and boat manufacturers**
Sec. Ira Hand, 420 Lexington Ave., New York

**National association of farm equipment manufacturers**
Sec. H. J. Sameit, 608 S. Dearborn St., Chicago

**National association of finance companies**
Sec. C. C. Hanch, 33 S. Clark St., Chicago

**National association of flat rolled steel manufacturers**
Sec.-Vice Pres. A. N. Flora, 511 Terminal Tower Bldg., Cleveland

**National association of foremen**
Sec. Edward H. Tingley, 1249 U. B. Bldg., Dayton, Ohio

**National association of ice industries**
Sec. Leslie C. Smith, 163 W. Washington St., Chicago

**National association of inventors**
Now the International association of inventors

**National association of lighting equipment dealers**
Merged with the Artistic lighting equipment association

**National association of manufacturers of heating and cooking appliances (formerly National association of stove manufacturers)**
Sec. Allen W. Williams, 174 E. Long St., Columbus, O.

**National association of manufacturers of the United States of America**
Sec. J. Lewis Benton, 11 W. 42d St., New York

**National association of marble dealers**
Sec. Victor Masel, 721 Rockefeller Bldg., Cleveland

**National association of master plumbers**
Sec. Maney J. Feeney, 1321 Arch St., Philadelphia

**National association of motor bus operators**
Sec. John M. Meighan, 17th St. and Pennsylvania Ave., N.W., Washington, D.C.
This association is the Motor bus division of the American automobile association

**National association of music merchants**
Exec.-Sec. Delbert L. Loomis, 45 W. 45th St., New York

**National association of mutual insurance companies**
Sec. Harry P. Cooper, 910-12 Illinois Bldg., Indianapolis, Ind.

**National association of mutual savings banks**
Sec. John W. Sandstedt, 347 Madison Ave., New York

**National association of office managers**
Sec. F. L. Rowland, Box 346, Fort Wayne, Ind.
Now National office management association

**National association of ornamental iron and bronze manufacturers**
Exec.-Sec. Thomas R. Charshee, 1331 G St., N.W., Washington, D.C.

**National association of power engineers, inc.** (formerly National association of stationary engineers)
Sec. Frederick A. Raven, 417 S. Dearborn St., Chicago

**National association of practical refrigerating engineers**
Sec. Edward H. Fox, 5707 West Lake St., Chicago

**National association of purchasing agents**
Sec. G. A. Renard, 11 Park Place, New York

**National association of railroad and utilities commissioners**
Sec. James B. Walker, 270 Madison Ave., New York

**National association of railroad tie producers**
Sec. Roy M. Edmonds, 1252 Syndicate Trust Bldg., St Louis

**National association of real estate boards**
Sec. Herbert U. Nelson, 310 S. Michigan Ave., Chicago

**National association of securities commissioners**
Sec. Donald L. Pomeroy, 232 State Capitol, St. Paul, Minn.

**National association of sheet metal contractors**
Sec. W. C. Markle, 336 Fourth Ave., Pittsburgh

**National association of stove manufacturers**
Now the National association of manufacturers of heating and cooking appliances

**National association of trade association executives**
Now American trade association executives

**National association of waste material dealers**
Sec. Charles M. Haskins, Times Bldg., New York

**National association of wool manufacturers**
Sec. Walter Humphreys, 80 Federal St., Boston

**National automobile chamber of commerce**
Gen. Mgr. Alfred Reeves, 366 Madison Ave., New York

**National automobile dealers' association**
Sec.-Gen. Mgr. 73 E. Wacker Drive, Chicago

**National automotive parts association**
Sec. Chas. H. Davis, 611 Capitol Bldg., Detroit, Mich.

**National battery manufacturers association**
Sec. W. J. Parker, 11 E. 44th St., New York

**National better business bureau, inc.**
Managing Dir. Edward L. Greene, 383 Madison Ave., New York

**National board of boiler and pressure vessel inspectors**
Sec.-Treas. C. O. Myers, 14 Commercial National Bank Bldg., 9 E. Long St., Columbus, O.

**National board of fire underwriters**
Gen.-Mgr. W. E. Mallalieu, 85 John St., New York

**National brick manufacturers' association**
Sec. Douglas F. Stevens, 412 Adams Bldg. Danville, Ill.

**National building industries bureau**
Sec. H. S. Sackett, 228 N. LaSalle St., Chicago

**National bureau of casualty and surety underwriters**
Sec. L. L. Hall, 1 Park Ave., New York

**National bureau of economic research, inc.**
Exec.-Sec. Gustave R. Stahl, 51 Madison Ave., New York

**National canners association**
Sec. Frank E. Gorrell, 1739 H St., N.W., Washington, D.C.

**National chain store association** (formerly National chain store grocers' association)
Sec. Robert W. Lyons, 205 E. 42nd St., New York

**National civic federation**
Sec., Executive council. Mrs. Gertrude B. Easley, Metropolitan Bldg., New York

**National clay products industries association**
Sec. H. A. Jung, Room 1007, 133 W. Washington St., Chicago

**National coal association**
Exec.-Sec. Harry L. Gandy, Southern Bldg., Washington, D.C.

**National committee on calendar simplification for the United States**
Sec. O. N. Solbert, 343 State St., Rochester, N.Y.

**National concrete products association**
Sec. A. G. Swanson, 28th and Sahler Sts., Omaha, Neb.

**National conference of business paper editors**
Sec.-Treas. D. L. Shaner, c/o Iron Trade Review, 1213 W. 3rd St., Cleveland

**National conference on city planning**
Sec. Flavel Shurtleff, 130 E. 22d St., New York

**National conference on pharmaceutical research**
Sec. John C. Krantz, jr., 307 W. Pratt St., Baltimore, Md.

**National conference on state parks**
Sec. Herbert Evison, 905 Union Trust Bldg., Washington, D.C.

**National conference on street and highway safety**
Sec. A. W. Koehler, 1615 H St., N.W., Washington, D.C.

**National convention of insurance commissioners**
Sec. A. S. Caldwell, Nashville, Tenn.

**National council of American importers and traders, inc.**
Sec. Frank Van Leer, jr., 45 E. 17th St., New York

**National council of American shipbuilders**
Sec. 11 Broadway, New York

**National council of lighting fixture manufacturers**
Now the Artistic lighting equipment association

**National crushed stone association**
Sec. J. R. Boyd, Merchandise Bldg., 1735 14th St., N.W., Washington, D.C.

**National die and special tool builders association**
Sec. George R. Tuthill, 40 N. Wells St., Chicago

**National district heating association**
Sec. D. L. Gaskill, 603 S. Broadway, Greenville, O.

**National drainage, conservation and flood control congress**
Sec. C. R. Thomas, 53 W. Jackson Blvd., Chicago

**National editorial association**
Sec. H. C. Hotaling, 1501 University Ave., St. Paul, Minn.

**National electric light association**
Sec. A. Jackson Marshall, 420 Lexington Ave., New York

**National electrical credit association**
Sec. Frederic P. Vose, 1008 Marquette Bldg., 140 S. Dearborn St., Chicago

**National electrical manufacturers' association**
Managing Dir. A. W. Berresford, 420 Lexington Ave., New York
This association is an amalgamation of the Electric power club, the Associated Manufacturers of electrical supplies, and the Electrical manufacturers' council

**National electrical wholesalers association** (formerly Electrical supply jobbers association)
Sec. E. Donald Tolles, 165 Broadway, New York

**National federation of remedial loan associations**
Sec. John E. Ryan, 346 Fourth Ave., New York

**National fertilizer association**
Exec.-Sec. Charles J. Brand, 616 Investment Bldg., 15th and K Sts., N.W., Washington, D.C.

**National fire protection association**
Sec. Franklin H. Wentworth, 60 Batterymarch St., Boston
Chairman, Electrical Committee. A. R. Small, 109 Leonard St., New York

**National fire waste council**
The Council is a federation of 19 leading national organizations and four governmental bureaus interested in the reduction of fire waste. The secretary's work is handled by the Insurance department of the Chamber of Commerce of the U.S.A. and all communications should be addressed to Mr. Rollin M. Clark of that department

**National flood prevention and river regulation commission**
Sec. A. L. Arpin, 1014 Chartres St., New Orleans

**National foreign trade council**
Sec. O. K. Davis, India House, I Hanover Sq., New York

**National founders' association**
Sec. J. M. Taylor, 29 S. LaSalle St., Chicago

**National gift and art association**
Sec. W. S. Hays, 789 Drexel Bldg., Philadelphia

**National hardware association of the United States**
Sec. George A. Fernley, 505 Arch St., Philadelphia

**National highway traffic association**
Sec. Arthur Blanchard, Toledo, O.

**National housing association**
Sec. Lawrence Veiller, 105 E. 22d St., New York.

**National industrial advertisers' association**
Sec. William A. Hemming, 413 Graybar Bldg., 420 Lexington Ave., New York

**National industrial conference board, inc.**
Sec. James M. Robertson, 247 Park Ave., New York

**National industrial council**
Sec. Michael J. Hickey, 11 W. 42d St., New York

**National lime association**
Sec. W. V. Brumbaugh, 927 15th St., N.W., Washington, D.C.

**National lumber manufacturers' association**
Sec. Wilson Compton, 702 Transportation Bldg., 17th and H Sts., N.W., Washington, D.C.

**National machine-tool builders' association**
Gen.-Mgr. Ernest F. DuBrul, Enquirer Bldg., 619 Vine St., Cincinnati

**National merchant marine association**
Sec. R. F. Clerc, 830-832 Munsey Bldg., Washington, D.C.

**National metal trades association**
Sec. J. E. Nyhan, People's Gas Bldg., Chicago

**National motor bus association**
Now American automobile association—Motor bus division

**National municipal league**
Sec. Russell Forbes, 261 Broadway, New York

**National museum of engineering and industry**
Sec. H. F. J. Porter, 17 E. 42nd St., New York

**National office management association**
Sec. H. C. Pennicke, 8 E. Market St., Indianapolis, Ind.

**National oil mill superintendents' association**
Sec. F. P. Morris, 2511 Hamilton St., Houston, Tex.

**National paint, oil and varnish association, inc.**
Gen. Mgr. George V. Horgan, 18 E. 41st St., New York

**National paper trade association**
Sec. Frank E. Floyd, Graybar Bldg., 420 Lexington Ave., New York

**National paving brick manufacturers' association**
Managing Dir. G. F. Schlesinger, Suite 1245, National Press Bldg., Washington, D.C.

**National petroleum association**
Gen. Counsel, Fayette B. Dow, Munsey Bldg., Washington, D.C.

**National petroleum marketers association**
Absorbed by Independent oil men of America

**National pipe and supplies association**
Sec. R. Kennedy Hanson, 914 Clark Bldg., Pittsburgh

**National publishers' association**
Exec.-Sec. George C. Lucas, 15 W. 37th St., New York

**National research council**
Sec. Vernon Kellogg, 21st and B Sts., N.W., Washington, D.C.
Dir. Highway research board, Roy W. Crum, 21st and B Sts., Washington, D.C.

**National research council (of Canada)**
Sec. S. P. Eagleson, Ottawa, Canada

**National retail dry goods association**
Sec. 225 W. 34th St., New York

**National rivers and harbors congress**
Sec. S. A. Thompson, 824 Colorado Bldg., Washington, D.C.

**National safety council**
Managing Dir. W. H. Cameron, 20 N. Wacker Drive, Chicago
Sec. Engineering Section—American Society of Safety Engineers. W. Dean Keefer, 20 N. Wacker Drive, Chicago

**National sand and gravel association, inc.**
Sec. V. P. Ahearn, Suite 545, Munsey Bldg., Washington, D.C.

**National scale men's association**
Sec.-Treas. J. M. Blysma, 318 Lawton Road, Riverside, Ill.

**National screw thread commission**
Sec. H. W. Bearce, Bureau of Standards, Washington, D.C.

**National silo research council**
Sec. A. L. Haecker, 806 First National Bank Bldg., Lincoln, Neb.

**National slag association**
Sec. H. J. Love, 937 Leader Bldg., Cleveland

**National slate association**
Sec. W. S. Hays, Drexel Bldg., Philadelphia

**National society for vocational education**
This association has now merged with the Vocational education association of the Middle West to form the American vocational association

**National standard parts association**
Sec. Robert Macfee, 1210 Eaton Tower, Detroit

**National standowners' association**
Sec. E. E. Beckner, 2146 Pennsylvania Ave., N.W., Washington, D.C.

**National supply and machinery distributors' association**
Sec.-Treas. George Fernley, 505 Arch St., Philadelphia

**National tax association**
Sec. 195 Broadway, New York

**National terra cotta society**
Sec. W. F. Lockhardt, 230 Park Ave., New York

**National trade extension bureau**
Now Plumbing and heating industries' bureau

**National varnish manufacturers' association**
Now merged with the Paint manufacturers' association of the United States to form the American paint and varnish manufacturers' association

**National warm air heating association**
Sec. Allen W. Williams, 174 E. Long St., Columbus, O.

**National wholesale druggists' association**
Sec. E. L. Newcomb, 51 Maiden Lane, New York

**National wholesale dry goods association**
See Wholesale dry goods association of the United States

**National wholesale grocers association of the United States**
Sec. M. L. Toulme, 6 Harrison St., New York

**National wood chemical association**
Sec.-Treas. F. J. Goodfellow, 76 Main St., Bradford, Pa.

**Natural gas and petroleum association of Canada**
Sec. S. A. Morse, 52 Fifth St., Chatham, Ontario

**Natural gas association of America**
Merged with the American gas association

**Natural gasoline association of America**
Sec. Ray E. Miller, 305 Tulsa Bldg., Tulsa, Okla.

**New England foundrymen's association**
Sec. Fred S. Stockwell, 205 Broadway, Cambridge, Mass.

**New England gas association**
Sec. C. D. Williams, 41 Mt. Vernon St., Boston

**New England road builders' association**
Sec. Frederick Hoitt, 89 Broad St., Boston

**New England waterworks association**
Sec. Frank J. Gifford, 715 Tremont Temple, Boston

**Newspaper advertising executives association**
(formerly International association of newspaper advertising executives)
Sec. 178 7th St., Milwaukee, Wis.

**Non-ferrous ingot metal institute**
Pres. Benjamin Harris, 308 W. Washington St., Chicago

**North Central electric association**
Sec. John Lapham, 803 Plymouth Bldg., Minneapolis, Minn.

**Northern states co-operative league**
Sec. V. S. Alanne, 2108 Washington Ave. N., Minneapolis, Minn.

**Oil associations**
Roster of oil associations is published in Petroleum News, Jan. 8, 1930, p. 82

**Oil heating institute**
Exec.-Sec. Harry Tapp, 342 Madison Ave., New York

**Optical society of America**
Sec. L. B. Tuckerman, Bureau of Standards, Washington, D.C.

**Outdoor advertising association of America**
Sec. Joseph Harris, Builders Bldg., 165 W. Wacker Drive, Chicago

**Pacific coast gas association**
Sec. Clifford Johnstone, 447 Sutter St., San Francisco

**Paint manufacturers' association of the United States**
Now merged with the National varnish manufacturers' association to form the American paint and varnish manufacturers' association

**Pan American scientific congress**
This congress meets at irregular intervals and has no permanent organization. The next meeting will be held in August, 1931, at San José, Costa Rica. Communications should be addressed to the Director General, Pan American Union, Washington, D.C.

**Paper bag manufacturers institute**
Sec. Hugh M. Wright, 11 W. 42nd St., New York

**Paperboard industries association**
Sec. H. S. Adler, 608 S. Dearborn St., Chicago

**Paper trade associations**
Report of the annual meetings and lists of officers for the coming year of the various associations connected with the paper trade are to be found in Paper trade journal for February 20, 1930

**Periodical publishers' association**
Sec. R. E. Rindfusz, 10 W. 40th St., New York

**Permanent international association of navigation congresses**
Gen. Sec. Millecam Joseph, 38 Rue de Louvain, Brussels, Belgium
Sec., American Section, Lt. Col. J. J. Loving, 2848 Munitions Bldg., Washington, D.C.

**Personnel research federation**
Dir. W. V. Bingham, 29 W. 39th St., New York

**Plumbers' associations**
A list of the various state associations, with convention dates, will be found in the weekly numbers of Domestic Engineering

**Plumbing and heating industries' bureau** (formerly the National trade extension bureau)
Sec. E. L. Flentje, 35 E. Wacker Drive, Chicago

**Port of New York authority**
Sec. Wilson J. Vance, 75 West St., New York
A public body created by compact between the states of New York and New Jersey

**Portland cement association**
Sec. Wm. M. Kinney, 33 W. Grand Ave., Chicago

**Power transmission association**
Sec. W. S. Hays, Drexel Bldg., Philadelphia

**Public ownership league of America**
Sec. C. D. Thompson, 127 N. Dearborn St., Chicago

**Public utilities advertising association**
Sec. R. E. Haas, Columbia Gas and Electric Co., 61 Broadway, New York

**Radio club of America**
Sec. Willis K. Wing, 55 W. 42d St., New York

**Radio manufacturers' association, inc.**
Sec. 32 W. Randolph St., Chicago

**Railway accounting officers association**
Sec. E. R. Woodson, 1124 Woodward Bldg., Washington, D.C.

**Railway and locomotive historical association**
Corres.-Sec. F. W. Martin, Baker Library, Harvard Business School, Boston

**Railway associations**
A complete list of the various divisions and sections of the American railway association, and also of all the other important railway associations, with convention dates and secretaries, is to be found in the first number of each month of the Railway Age
A list of mechanical associations and railway clubs, giving names of secretaries, dates and places of meetings, is published in monthly numbers of Railway mechanical engineer

**Railway business association**
Sec. Frank W. Noxon, 112 Shoreham Bldg., Washington, D.C.

**Railway equipment manufacturers' association**
Sec.-Treas. F. W. Venton, c/o Crane Co., 836 S. Michigan Ave., Chicago

**Refrigeration societies**
See Ice and refrigeration societies

**Retail delivery association**
Sec. Morris H. Landau, 225 W. 34th St., New York

**Rocky Mountain association of petroleum geologists**
Sec. R. C. Brehm, Box 2100, Denver, Colo.

**Royal architectural institute of Canada**
Sec. Alcide Chaussé, 30 W. St. James St., Montreal, Quebec

**Royal institute of British architects**
Sec. Ian Macalister, 9 Conduit St., London, W. 1., England

**Rubber association of America, inc.**
Now a part of Rubber manufacturers association, inc.

**Rubber manufacturers association, inc.**
Sec. A. D. Kunze, 250 W. 57th St., New York
Includes Rubber institute and Rubber association of America

**Rubber reclaimers association, inc.**
Sec. L. J. Plumb, Room 1702, 52 Vanderbilt Ave., New York

**Sand-lime brick association**
Sec. Miss Ellen Knight, 321 N. Hamilton St., Saginaw, Mich.

**Science service, inc.**
Sec. Watson Davis, 21st and B Sts., N.W., Washington, D.C.

**Scientific apparatus makers of America**
Sec. John M. Roberts, 460 E. Ohio St., Chicago

**Seismological society of America**
Sec. S. D. Towley, Stanford University, Cal.

**Silk association of America**
Sec. Ramsay Peugnet, 468 Fourth Ave., New York

**Society for electrical development, inc.**
Sec. J. Smieton, jr., Graybar Bldg., 420 Lexington Ave., New York

**Society for the promotion of engineering education**
Sec. Dean F. L. Bishop, University of Pittsburgh, Pittsburgh, Pa.

**Society of American military engineers**
Sec. Lt. Col. J. N. Hodges, 810 Mills Bldg., Washington, D.C.

**Society of automotive engineers**
Sec. Coker F. Clarkson, 29 W. 39th St., New York

**Society of chemical industry**
Gen.-Sec. H. J. Pooley, 46 Finsbury Square, London, E.C.2, England
Sec. (American Section) Foster D. Snell, 130 Clinton St., Brooklyn, N.Y.

**Society of economic geologists**
Sec.-Treas. Edward Sampson, Princeton University, Princeton, N.J.

**Society of gas lighting**
Sec. M. H. Spear, 136-21 Roosevelt Ave., Flushing, N. Y.

**Society of industrial engineers**
Sec. George C. Dent, 205 W. Wacker Drive, Chicago

**Society of motion picture engineers**
Sec. L. C. Porter, 5th & Sussex Sts., Harrison, N.J.
Headquarters, 29 W. 39th St., New York

**Society of motor manufacturers and traders, ltd.**
Sec. R. H. S. Spicer, 83 Pall Mall, London, S.W.1, England

**Society of naval architects and marine engineers**
Sec.-Treas. Daniel H. Cox, 29 W. 39th St., New York

**Society of terminal engineers**
Sec. Charles H. Newman, 30 Broad St., New York

**Southeastern water and light association**
Now Southeastern section of American water works association

**Southern gas association**
Sec.-Treas. G. H. Schlatter, Jacksonville Gas Co., Jacksonville, Fla.

**Southern metal trades association**
Sec. W. E. Dunn, jr., 712 Georgia Savings Bldg., Atlanta, Ga.

**Southern newspaper publishers' association**
Manager. Cranston Williams, Box 468, Chattanooga, Tenn.

**Southern pine association**
Sec. H. C. Berckes, Interstate Bank Bldg., New Orleans. La.

**Southern supply and machinery dealers' association**
Sec.-Treas. Alvin M. Smith, Box 1355, Richmond, Va.

**Southern textile association**
Exec.-Sec. F. Gordon Cobb, Lancaster Cotton Mills, Lancaster, S.C.

**Southwest waterworks association**
Sec.-Treas. R. D. Morgan, Mexia, Texas

**Southwestern public service association**
Sec. E. N. Willis, 404 Slaughter Bldg., Dallas, Texas

**Stable money association**
Sec. Charles W. Birtwell, 104 Fifth Ave., New York

**State sanitary engineers**
See Conference of state sanitary engineers

**Steel castings development bureau**
Research Dir. George Batty, 502 Stock Exchange Bldg., Philadelphia

**Steel container manufacturers association**
Sec. c/o Geuder, Paeschke & Frey co., 38 15th St., Milwaukee, Wis.

**Steel founders' society of America**
Sec. Granville P. Rogers, 932 Graybar Bldg., 420 Lexington Ave., New York

**Structural clay tile association** (formerly Hollow building tile association)
Sec. Edward C. Kerth, 228 N. Wells St., Chicago, Ill.

**Structural steel board of trade, inc.**
Sec. B. Rapalyea, Room 5115, 100 E. 45th St. New York

**Synthetic organic chemical manufacturers' association of the United States**
Sec. C. A. Mace, 1 Madison Ave., New York

**Tap and die institute**
Sec. Herbert S. Blake, 74 Trinity Place, New York

**Taylor society**
Sec. H. S. Person, 29 W. 39th St., New York
To promote the science and art of administration and of management

**Technical association of the pulp and paper industry**
Sec. Ronald G. Macdonald, 18 E. 41st St., New York

**Technical publicity association, inc.**
Sec. George R. Holmes, c/o S. K. F. Industries, Inc., 40 E. 34th St., New York

**Telephone pioneers of America**
Sec. R. H. Starrett, 195 Broadway, New York

**Textile color card association of the United States, inc.**
Managing Dir. Margaret H. Rorke, 200 Madison Ave., New York

**Textile exhibitors' association**
Sec. Chester I. Campbell, 31 St. James Ave., Boston

**Tire and rim association of America, inc.**
Sec. C. E. Bonnett, 1401 Guarantee Title Bldg., Cleveland, O

**Underground pipe protection institute**
Sec.-Treas. W. H. T. Thornhill, c/o Wailes, Dove-Hermiston Corporation, 17 Battery Place, New York

**United engineering society**
Now Engineering foundation, inc.

**United roofing contractors association**
Sec. E. M. Pope, 58 W. Washington St., Chicago

**United States good roads association**
Dir. J. A. Rountree, 3200 Cliff Road, Birmingham, Ala.

**United States potters' association**
Sec.-Treas. Charles F. Goodwin, East Liverpool, Ohio

**United typothetae of America**
Sec. John J. Deviny, Tower Bldg., 14th and K Sts., N.W., Washington, D.C.

**Universal craftsmen council of engineers**
Sec. Thomas H. Jones, 33 Linden Ave., Cherrydale, Va.

**Washington academy of sciences**
Corr.-Sec. L. B. Tuckerman, Bureau of Standards, Washington, D.C.

**Western association of electrical inspectors**
Now the Western section, International association of electrical inspectors

**Western glass and pottery association**
Sec. F. A. H. Lang, 236 Beach Ave., Cambridge Springs, Pa.

**Western ice manufacturers' association**
Sec.-Treas. Charles K. Wood, 623 Skukert Bldg., Kansas City, Mo.

**Western petroleum refiners association**
Man. Dir. Howard Bennette, 607 Cosden Bldg., Tulsa, Okla.

**Western railway club**
Sec. W. J. Dickinson, 189 W. Madison St., Chicago

**Western society of engineers**
Sec. Edgar S. Nethercut, Room 1200, 205 W. Wacker Drive, Chicago

**Western statistical association**
Sec. J. C. Bennett, 775 Subway Terminal Bldg., Los Angeles

**Wholesale dry goods institute** (formerly Wholesale dry goods association of the United States)
Dir. Henry Matter, 40 Worth St., New York

**Wood chemical institute**
Sec. 231 S. LaSalle St., Chicago

**Wool institute, inc.**
Sec. Lewis A. Hird, 2 Park Ave., New York
Includes American association of woolen and worsted manufacturers and National association of worsted and woolen spinners

**Writing paper manufacturers association**
Sec. Emmet H. Naylor, 44 Vernon St., Springfield, Mass.

## Bibliography

American year book, 1929. N.Y., American yr. bk. corp.
A list of Cognate societies is added at the end of each division.

**Chamber of commerce of the state of New York**
Classified list of trades and allied associations and publications in the city of New York. 50p N.Y., Chamber of commerce, 65 Liberty St., 1930

**Chamber of commerce of the United States**
Convention dates of national trade associations. March 1, 1930. 56p Wash., Chamber of commerce of the U.S., 1930
Published March 1 and October 1 of each year.

**Crane, E. J., and Patterson, A. M.**
Scientific and technical organizations. (In Guide to the literature of chemistry.) p. 273-8 N.Y., Wiley, 1927

Europa year book, 1929. London. George Routledge & Sons, Ltd.
Contains a list of international associations

**National research council**
Handbook of scientific and technical societies and institutions of the United States and Canada. 304p Wash., National research council, 1927 (Bulletin 58)
List of industrial firms and trade associations supporting fellowships and scholarships. (In Fellowships and scholarships for advanced work in science and technology. Callie Hull and Clarence West.) p. 131-2 Wash. 1929 (Bul. 72)

**Public affairs information service**
Directory of publishers and organizations. (In Annual cumulated bulletin, 1929, p. 21-33) N.Y., Public Affairs Information Service

**United States Bureau of standards**
Standards year book, 1930. Wash. (Miscellaneous publication. no. 106)

**United States Dept. of agriculture—Bureau of agricultural economics**
List of international organizations interested in agriculture. Katharine Jacobs, comp. 16p. (typewritten) Wash., 1927 (Agricultural economics bibliography no. 22)

**United States Dept. of commerce**
Commercial and industrial organizations of the United States. Rev. ed., June 1, 1929. 272p Wash. 1929 (Domestic commerce series no. 5)
Trade association activities. 381p Wash., 1927 (Domestic commerce series no. 20)
Trade associations. (In Market research agencies.) p. 121-33 Wash., 1927 (Dept. of commerce series no. 6)

**United States Dept. of the interior**
Educational directory. Wash. [Published annually]

World almanac, 1930. N.Y., New York World
Associations and societies in the United States, p. 465-78 [Published annually]
See also lists published in the various trade periodicals. References to these will be found in the preceding list under the name of the industry, as Automobile, Concrete, Credit, Electric, Foundry, Gas, Ice and refrigeration, Insurance, Marine, Mining, Motor bus, Oil, Paper, Plumbing, Railway, etc.

# List of Periodicals Indexed

**Adv & Sell**—Advertising and Selling. $3; single numbers 15c. bi-w Advertising Fortnightly, Inc., 9 E 38th St, New York.

**Aera**—Aera. $2; single numbers 35c. m American Electric Railway Association, Johns-Manville Bldg., 292 Madison Av, New York.

**Airway Age.** $2; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.

**Am Arch**—The American Architect. $5; single numbers 50c. m International Publications, Inc., 57th St, at 8th Av, New York.

Changed from semi-monthly to monthly with the August 20, 1929 number.

**Am Bankers Assn J**—American Bankers Association Journal. $3; single numbers 25c. m American Bankers Association, 110 E 42d St, New York.

**Am Cer Soc J**—American Ceramic Society Journal. $12; single numbers $1. m American Ceramic Society, 2525 N. High St, Columbus, Ohio.

**Am Chem Soc J**—Journal of the American Chemical Society. $7.50. m Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.

**Am Concrete Inst Pro**—American Concrete Institute. Proceedings. annual American Concrete Institute, 2970 W Grand Blvd, Detroit, Mich.

Published as Journal of the American Concrete Institute beginning November 1929.

**Am Dyestuff Rep**—American Dyestuff Reporter. $5. bi-w Howes Pub. Co., Inc., 440 4th Av, New York.

**Am Electrochem Soc Trans**—American Electrochemical Society. Transactions. American Electrochemical Society, Columbia University, New York.

Preprints are indexed.

**Am Gas Assn**—American Gas Association. Annual conventions. Proceedings. annual American Gas Association, Inc., 420 Lexington Av, New York.

**Am Gas J**—American Gas Journal. $2; single numbers 25c. m American Gas Journal, Inc., Dodge Bldg., 53 Park Pl, New York.

Changed to monthly with August, 1927 number.

**Am Ind**—American Industries. $1; single numbers 15c. m National Manufacturers Co., 11 W 42d St, New York.

**Am Inst Arch J**—Journal of the American Institute of Architects. $5; single numbers 75c. m The American Institute of Architects, Room 505, 729 7th Av, New York.

Suspended publication with December, 1928, number; will be resumed later as a quarterly.

**Am Inst Chem Eng Trans**—American Institute of Chemical Engineers. Transactions. annual American Institute of Chemical Engineers, Polytechnic Institute, Brooklyn, N.Y.

**Am Inst E E J**—Journal of the American Institute of Electrical Engineers. $10; single numbers $1. m F. L. Hutchinson, sec., 33 W 39th St, New York.

**Am Inst of Mining and Metallurgical Engineers.** See Min & Met

**Am J Sci**—The American Journal of Science. $6; single numbers 50c. m American Journal of Science, New Haven, Conn.

**Am Mach**—American Machinist. $5; single numbers 25c. w McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Am Pet Inst Bul**—American Petroleum Institute Bulletin. $12.50. irr 250 Park Av, New York.

Bulletins containing proceedings of the annual meeting of the Institute, and occasional weekly numbers are indexed.

**Am Soc C E Pro**—Proceedings of the American Society of Civil Engineers. $8; single numbers $1. m (except Je and Jl) American Society of Civil Engineers, 33 W 39th St, New York.

**Am Soc Heat & V E J**—Journal of the American Society of Heating and Ventilating Engineers. $3; single numbers 35c. m American Society of Heating and Ventilating Engineers, 29 W 39th St, New York.

Published as part of Heating-Piping and Air Conditioning beginning with May, 1929, number.

**Am Soc M E J.** See Mech Eng

**Am Soc Steel Tr Trans**—Transactions of American Society for Steel Treating. $10; single numbers $1. m American Society for Steel Treating, 7016 Euclid Av, Cleveland, Ohio.

**Am Soc T M Pro**—American Society for Testing Materials. Proceedings. annual American Society for Testing Materials, 1315 Spruce St, Philadelphia.

**Am Statis Assn J**—Journal of the American Statistical Association. $6; single numbers $1.50 q American Statistical Association, Columbia Univ., New York.

**Am Water Works Assn J**—Journal of the American Water Works Association. $7. m American Water Works Assn., Mount Royal and Guilford Avenues, Baltimore, Md.

**Ann Am Acad**—Annals of the American Academy of Political and Social Science. $5; single numbers $2. bi-m American Academy of Political and Social Science, 3622-24 Locust St, Philadelphia.

**Annalist**—The Annalist. $7; single numbers 20c. w New York Times Co., Times Square, New York.

**Arch & Bldg**—Architecture and Building. $3; single numbers 30c. m William T. Comstock Co., 28 Warren St, New York.

**Arch Forum**—Architectural Forum. $7; single numbers $1 [Quarterly reference numbers $3] m National Building Publications Division of National Trade Journals, Inc., 521 Fifth Av, New York.

Published in 2 pts. Pt. 1, Architectural design; Pt. 2, Engineering and business.

**Arch Rec**—Architectural Record. $5; single numbers 75c. m F. W. Dodge Corp., 119 W 40th St, New York.

**Architecture**—Architecture. $10; single numbers $1. m C. Scribner's Sons, 597 5th Av, New York.

**Assn of Sp Lib & Inf Bur Pro**—Association of Special Libraries and Information Bureaux Proceedings. 5s. Association of Special Libraries and Information Bureaux, 26 Bedford Square, London. W. C. 1.

**Automobile Eng**—The Automobile Engineer. 30s 10d; Canadian subs 27s 7d; single numbers 2s. m Dorset House, Tudor St, London, E.C. 4.

**Automotive Ind**—Automotive Industries. $3; single numbers 35c. w Chilton Class Journal Co., Chestnut & 56th Sts, Philadelphia.

**Aviation**—Aviation. $5; single numbers 25c. w McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Bankers M**—Bankers Magazine. $5; single numbers 50c. m Bankers Publishing Co., 71-73 Murray St, New York.

**Bell System Tech J**—Bell System Technical Journal. $1.50; single numbers 50c. q American Telephone and Telegraph Co., 195 Broadway, New York.

**Blast F & Steel Pl**—The Blast Furnace and Steel Plant. $2; single numbers 25c. m Steel Publications, Inc., Thaw Bldg., 108 Smithfield St, Pittsburgh, Pa.

**Bldg Age**—Building Age and National Builder. $3; single numbers 50c. m National Building Publications Division of National Trade Journals, Inc., 521 Fifth Av, New York.

**Boston Soc C E J**—Journal of the Boston Society of Civil Engineers. $4; single numbers 50c. m (except Jl and Ag) Boston Society of Civil Engineers, 715 Tremont Temple, Boston.

**Bradstreet's**—Bradstreet's. $5; single numbers 10c. w Bradstreet Co., 148 Lafayette St, New York.

**Brass W**—Brass World and Plating—Polishing—Finishing. $1; single numbers 10c. m Brass World Publishing Co., Inc., 11 Cliff St, New York.

**Brick & Clay Rec**—Brick and Clay Record. $3; single numbers 25c. bi-w Industrial Publications, Inc., 407 S Dearborn St, Chicago.

**Burroughs Clearing House**—Burroughs Clearing House. m Burroughs Adding Machine Co., Second Blvd. and Burroughs Av, Detroit, Mich.

**Bus Transportation**—Bus Transportation. $2; single numbers 25c. m McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Business**—Business. m Burroughs Adding Machine Co., Second Blvd. and Burroughs Av, Detroit, Mich.

Indefinitely suspended with the May, 1928 issue.

**Business Week**—Business Week. $5; single numbers 15c. w McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

Formerly Magazine of Business. Name changed September 7, 1929.

**Can Chem & Met**—Canadian Chemistry and Metallurgy. $3; single numbers 30c. m Westman Publications, Ltd., 366 Adelaide St, West, Toronto, 2.

**Can Eng**—The Canadian Engineer. $3; single numbers 10c; $4; single numbers 15c in U.S. w Monetary Times Printing Co. of Canada, Ltd., 62 Church St, Toronto, Ont. 2.

**Can Min J**—Canadian Mining Journal. $5; single numbers 15c. w National Business Publications, Ltd., Gardenvale, Que.

**Cassier's Ind Management**—Cassier's Industrial Management. 9s; single numbers 9d. m Louis Cassier Co., Ltd., 22, Henrietta St, Strand, London, W.C. 2.

Became Cassier's Mechanical Handling, January, 1930; changed to Mechanical Handling, April, 1930.

**Chase Econ Bul**—Chase Economic Bulletin. irr Chase National Bank, New York.

**Chem Age (Lond)**—The Chemical Age. 26s; single numbers 6d. w Benn Brothers, Ltd., Bouverie House, 154 Fleet St, London, E.C. 4.

**Chem & Met Eng**—Chemical and Metallurgical Engineering. $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Chem R**—Chemical Reviews. $5. ($4 to members of American Chemical Society) q Williams & Wilkins Co., Baltimore, Md.

**Chem Soc J**—Journal of the Chemical Society. £3. m S. E. Carr, The Chemical Society, Burlington House, Piccadilly, London, W. 1.

**Chemicals**—Chemicals. $5; single numbers 25c. w Trades Reporting Bureau, Inc., 51 Vesey St, New York.

A Dyestuffs edition and a Technical edition are issued monthly. Yearly subscription $3 each.

**Chemische Fabrik**—Die Chemische Fabrik, Zeitschrift des Vereins Deutscher Chemiker: Teil B. RM 37; single numbers RM 1.20 w Verlag Chemie, Corneliusstr. 3, Berlin W 10, Germany.

**Chemistry and Industry.** See Soc Chem Ind J

**Chimie & Ind**—Chimie & Industrie. single numbers 12 fr. m Société de Chimie Industrielle, 49, rue des Mathurins, Paris, France.

**Coal Age**—Coal Age $3; single numbers 35c. m McGraw Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Comm & Fin**—Commerce and Finance. $5; single numbers 15c. w Theodore H. Price Publishing Corp., 95 Broad St, New York.

**Comm & Fin Chr**—The Commercial & Financial Chronicle. $10; single numbers 25c. w William B. Dana Co., William St, corner Spruce, New York.

The following, originally issued as supplements to the Commercial and Financial Chronicle, are now published separately.

Bank and Quotation Record. $6. Pub. monthly.

Monthly Earnings Record. $5. Pub. monthly.

Public Utility Compendium. $5; single numbers $3.50. Pub. semi-annually in May and November.

Railway and Industrial Compendium. $5. Pub. four times a year. Railway Number issued in May and November; Industrial Number issued in June and October.

State and Municipal Compendium. 2 pts. $5; single numbers $3.50. Pub. semi-annually in June and December

**Comm M**—Commerce Monthly. m National Bank of Commerce, New York.

Discontinued with the April, 1929 number.

**Concrete**—Concrete. $3; mill ed. $4; single numbers 50c. m Concrete Pub. Co., Daily News Plaza, 400 W. Madison St, Chicago.

**Credit M**—Credit Monthly. $3; single numbers 25c. m National Association of Credit Men, 1 Park Av, New York.

**Dom Eng**—Domestic Engineering. $2; single numbers 20c. bi-w Domestic Engineering Co., 1900 Prairie Av, Chicago.

Changed from weekly to bi-weekly with the January 12, 1929 number.

**Dun's Int R**—Dun's International Review. $4; single numbers 35c. m R. G. Dun & Co., 290 Broadway, New York.

**Dun's R**—Dun's Review. $3; single numbers 10c. w R. G. Dun & Co., 290 Broadway, New York.

**E T Z.** See Elektrotech Zeit

**Econ Geol**—Economic Geology. $5; single numbers 75c. s-q Economic Geology Pub. Co., Prince and Lemon Sts, Lancaster, Pa.

**Economist**—Economist. £2 18s; colonies £3 1s; single numbers 1s 1d. w Economist, 6, Bouverie St, Fleet St, London, E.C. 4.

**Elec J**—The Electric Journal. $2; single numbers 25c. m The Electric Journal, 1205 Keenan Bldg., Pittsburgh, Pa.

**Elec R (Lond)**—Electrical Review. £2 1s 6d; Canadian subs £1 12s 6d; single numbers 6d. w 4, Ludgate Hill, London, E.C. 4.

**Elec Ry J**—Electric Railway Journal. $3; single numbers 35c. m McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

Changed to monthly with April, 1929, number.

**Elec W**—Electrical World. $5; single numbers 25c. w McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Elec West**—Electrical West. $2; single numbers 25c. m McGraw-Hill Co. of Cal., 883 Mission St, San Francisco, Cal.

Formerly Journal of Electricity.

**Electrician**—Electrician. 30s; single numbers 6d. w Benn Bros., Ltd., Bouverie House, 154 Fleet St, London, E.C. 4.

**Elektrotech Zeit**—E T Z. Elektrotechnische Zeitschrift, RM 40; single numbers RM 1. w Julius Springer, W 9, Linkstrasse 23/24, Berlin, Germany.

**Eng & Contr**—Engineering and Contracting. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.

Beginning July 1926 Roads and Streets and Water Works became separate monthly magazines ($2 each) and General Contracting and Buildings combined as Engineering and Contracting.

See Roads & Sts and Water Works.

**Eng & Min J**—Engineering and Mining Journal. $4; single numbers 25c. s-m McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

Changed to semi-monthly with January 9, 1930 number.

**Eng Educ.** See J Eng Educ

**Eng N**—Engineering News-Record. $5; single numbers 25c. w McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Eng Soc W Pa**—Proceedings of the Engineers' Society of Western Pennsylvania. $5; single numbers 50c. m (except Ag and S) Engineers' Society of Western Pennsylvania, William Penn Hotel, Pittsburgh, Pa.

**Engineer**—Engineer. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineer, 33, Norfolk St, Strand, London, W.C. 2.

**Engineering**—Engineering. Thick paper ed £3 7s 6d; Canadian subs £3 3s; thin paper ed £3 3s; Canadian subs £2 18s 6d; single numbers 1s. w Engineering, Ltd., 35 and 36, Bedford St, Strand, London, W.C. 2.

**Exp Wireless**—Experimental Wireless and The Wireless Engineer. 32s; single numbers 2s 8d. m Iliffe & Sons, Ltd., Dorset House, Tudor St, London, E.C. 4.

**Factory & Ind Management**—Factory and Industrial Management and Manufacturing Industries. $3; single numbers 40c. m McGraw-Hill Pub. Co., 520 N Michigan Av, Chicago

**Fed Res Bul**—Federal Reserve Bulletin. $2; single numbers 20c (to non-members). m Federal Reserve Board, Washington, D.C.

**Forbes**—Forbes. $5; single numbers 25c. s-m B. C. Forbes Publishing Co., 120 Fifth Av, New York.

**Foundry**—Foundry. $3; single numbers 25c. s-m Penton Pub. Co., Penton Bldg., Cleveland, O.

**Gas Age**—Gas Age-Record. $3; single numbers 25c. w Robbins Pub. Co., Inc., 9 E 38th St, New York.

**Gas J (Lond)**—Gas Journal. single numbers 1s. w Walter King, Ltd., 11 Bolt Court, Fleet St, London, E.C. 4.

**Gen Elec R**—General Electric Review. $3; single numbers 30c. m General Electric Co., Schenectady, N.Y.

**Génie Civil**—Le Génie Civil. 240 fr; single numbers 3 fr. w Génie Civil, 6, rue de la Chaussée-d'Antin, 6 Paris (9$^{e}$), France.

**Good Roads**—Good Roads. $2; single numbers 20c. m Good Roads Pub. Co., 53 W Jackson Blvd, Chicago.

**Guaranty Survey**—The Guaranty Survey. m Guaranty Trust Company of New York.

Substituted for Commerce Monthly with which it was merged.

**Harvard Business R**—Harvard Business Review. $5; single numbers $1.25. q McGraw-Hill Book Co., 370 7th Av, New York.

**Heat & Ven**—Heating and Ventilating. $2; single numbers 30c. m National Building Publications Division of National Trade Journals, Inc., 521 Fifth Av, New York.

**Heating-Piping**—Heating-Piping and Air Conditioning. $3; single numbers 50c. m Engineering Publications, Inc., 1900 Prairie Av, Chicago.

**I B A of A**—I.B.A. of A. Bulletin. irr Investment Bankers Association of America, 33 S Clark St, Chicago.

**Ill U Eng Exp Sta Bul**—Illinois University Engineering Experiment Station. Bulletin. irr Univ. of Ill., Urbana.

**Ill U Eng Exp Sta Circ**—Illinois University Engineering Experiment Station. Circular. irr Univ. of Ill., Urbana.

**Illum Eng Soc Trans**—Transactions of the Illuminating Engineering Society. $7.50; single numbers $1. m (except Je and Ag) Illuminating Engineering Soc., 29 W 39th St, New York.

**Illum Engr**—Illuminating Engineer. 15s; single numbers 9d. m Illuminating Engineer, 32 Victoria St, London, S.W. 1.

**Ind & Eng Chem**—Industrial and Engineering Chemistry. $7.50; single numbers 75c. m American Chemical Society, Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.

**Ind & Eng Chem Anal ed**—Industrial and Engineering Chemistry Analytical Edition. $1.50; single numbers 50c. q American Chemical Society, Charles L. Parsons, sec., Mills Bldg., 1709 G St, N.W., Washington, D.C.

**Ind Eng**—Industrial Engineering. $2; single numbers 25c. m McGraw-Hill Pub. Co., 520 N Michigan Av, Chicago.

**Ind Management**—Industrial Management. $3; single numbers 35c. m Engineering Magazine Co., 381 4th Av, New York.

Consolidated with Factory with January, 1928 number.

**Index**—Index. m New York Trust Company, 100 Broadway, New York.

**India Rubber W**—India Rubber World. $3; single numbers 35c. m Federated Business Publications, Inc., 420 Lexington Av, New York.

**Inland Ptr**—Inland Printer. $4; single numbers 40c. m Inland Printer Co., 330 S Wells St, Chicago.

**Inst E E J**—Journal of the Institution of Electrical Engineers. single numbers 10s 6d. m E. & F. N. Spon, Ltd., 57 Haymarket, London, S.W. 1.; Spon & Chamberlain, 120 Liberty St, New York.

**Inst Mech Eng Pro**—Proceedings of the Institution of Mechanical Engineers. irr Institution of Mechanical Engineers, Storey's Gate, St. James's Park, London, S.W. 1.

**Inst Pet Tech J**—Journal of the Institution of Petroleum Technologists and Record of Transactions. single numbers 7s 6d. m (except Jl-S) Institution of Petroleum Technologists, Aldine House, Bedford St, Strand, London, W.C. 2.

Changed from bi-monthly to monthly with the January, 1930 number.

**Int Labour R**—International Labour Review. $6; single numbers 60c. m World Peace Foundation, 40 Mt Vernon St, Boston.

**Iron Age**—Iron Age. $6; single numbers 25c. w Iron Age Pub. Co., 239 W 39th St, New York.

**Iron & Steel Inst J**—Journal of the Iron and Steel Institute. s-an Iron and Steel Institute, 28, Victoria St, London, S.W. 1.; E. & F. N. Spon, Ltd., 57, Haymarket, London; Spon & Chamberlain, 120 Liberty St, New York.

**Iron Tr R**—Iron Trade Review. $6; single numbers 25c. w Penton Pub. Co., Penton Bldg., Cleveland, O.

**J Account**—Journal of Accountancy. $4; single numbers 35c. m Journal of Accountancy, Inc., 135 Cedar St, New York.

**J Eng Educ**—Journal of Engineering Education. $3; single numbers 50c. m except (Jl and Ag) F. L. Bishop, University of Pittsburgh, Pittsburgh, Pa.

**J Fr Inst**—Journal of the Franklin Institute. $6; single numbers 60c. m Franklin Institute, 15 S 7th St, Philadelphia.

**J Ind & Eng Chem**—See Ind & Eng Chem

**J Ind Hygiene**—The Journal of Industrial Hygiene. $6; single numbers 75c. m (except Jl and Ag) Harvard Medical School, 55 Van Dyke St, Boston 17, Mass.

**J Land & Pub Util Econ**—Journal of Land and Public Utility Economics. $5; single numbers $1.25 q Institute for Research in Land Economics and Public Utilities, 337 E. Chicago Av, Chicago.

**J of Business**—Journal of Business. $4; single numbers $1.25. q University of Chicago Press, 5750 Ellis Av, Chicago.
Formerly University Journal of Business

**J Phys Chem**—The Journal of Physical Chemistry. $10; single numbers $1. m Journal of Physical Chemistry, 654 Madison Av, New York

**Lib J**—Library Journal. $5; single numbers 25c. s-m (m, during Jl and Ag) R. R. Bowker Co., 62 W 45th St, New York.
Articles of interest to special libraries are indexed.

**Locomotive**—Locomotive. 50c; single numbers gratis; recent bound volumes $1. q Hartford Steam Boiler Inspection & Insurance Co., 56 Prospect St, Hartford, Conn.

**Mach**—Machinery. $3; single numbers 35c. m Industrial Press, 140 Lafayette St, New York.

**Mag of Business**—Magazine of Business. $5; single numbers 35c. m A. W. Shaw Co., 520 N Michigan Av, Chicago.
Formerly System
Became a weekly, beginning September 7, under the name, The Business Week.

**Mag of Wall St**—Magazine of Wall Street. $7.50; single numbers 35c. bi-w Ticker Pub. Co., 42 Broadway, New York.

**Management R**—Management Review. $5; single numbers 50c. m American Management Association, 20 Vesey St, New York.
Formerly American Management Review.

**Manuf Ind**—Manufacturing Industries. $5; single numbers 50c. m Ahrens Pub. Co., Inc., 222 W. Adams St, Chicago.
Merged with March, 1929, number with Factory and Industrial Management.

**Manuf Rec**—Manufacturers Record. $6.50; single numbers 20c. w Manufacturers Record Publishing Co., Manufacturers Record Building, Commerce & Water Sts, Baltimore, Md.

**Marine Eng**—Marine Engineering and Shipping Age. $3; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.

**Marine R**—Marine Review. $3; single numbers 35c. m Penton Pub. Co., Penton Bldg., Cleveland, O.

**Mech Eng**—Mechanical Engineering, the Journal of the American Society of Mechanical Engineers. $5; single numbers 60c. m American Society of Mechanical Engineers, 29 W 39th St, New York.

**Melliand**—The Melliand. single numbers $2.50. m The Melliand, Inc., Woolworth Building, New York.
Began indexing with April, 1929 number.

**Metal Ind**—Metal Industry. $2; single numbers 20c. m Metal Industry Pub. Co., 99 John St, New York.

**Min & Met**—Mining and Metallurgy. $3; single numbers 50c. m American Institute of Mining and Metallurgical Engineers, 29 W 39th St, New York.

**Min Cong J**—Mining Congress Journal. $3; single numbers 30c. m American Mining Congress, Munsey Bldg., Washington, D.C.

**Mo U Sch Mines & Met Bul**—Bulletin of the University of Missouri. School of Mines and Metallurgy. irr Univ. of Mo., Rolla.

**Mo U Sch Mines & Met Bul tech ser**—Bulletin of the University of Missouri, School of Mines and Metallurgy. Technical Series. irr Univ. of Mo., Rolla.

**Monthly Labor R**—Monthly Labor Review. $1.50; single numbers 15c. m Superintendent of Documents, Washington, D.C.
Free to labor departments and bureaus and other offices connected with the administration of labor laws.

**Moody's Inv Serv**—Moody's Investors Service. $100. w John Moody, 35 Nassau St, New York.
Not indexed after February 16, 1928.

**Munic & Co Eng**—Municipal and County Engineering. $2; single numbers 25c. m Engineering Pub. Co., 702 Wulsin Bldg, Indianapolis, Ind.
Name changed with August, 1927 number, to Municipal News.

**Munic N**—Municipal News. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.
Formerly Municipal and County Engineering.
Combined with Water Works as Municipal News & Water Works, July, 1928.

**Munic N & Water Works**—Municipal News & Water Works. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.
Name changed with September, 1929 number, to Water Works & Sewerage.

**N E L A Bul**—National Electric Light Association Bulletin. $3; single numbers 25c. m National Electric Light Assn., 420 Lexington Av, New York.

**N E Water Works Assn J**—Journal of the New England Water Works Association. $4; single numbers $1.25. q New England Water Works Association, 714 Tremont Temple, Boston.

**Nat Assn of Manuf Pocket Bul**—National Association of Manufacturers. $1; single numbers 15c. m National Manufacturers Co., 50 Church St, New York.
Resumed name American Industries beginning with the April, 1928 number.

**Nat City Bank**—National City Bank of New York. m 55 Wall St, New York.

**Nat Pet N**—National Petroleum News. $3.50; single numbers 10c. w National Petroleum Pub. Co., 1213 W 3d St, Cleveland, O.

**Nat Research Council Bul**—National Research Council Bulletin. irr National Research Council, 2101 B St, N.W., Washington, D.C.
Individual numbers variously priced. Price-list sent on request.

**Nat Safety N**—National Safety News. $4; single numbers 40c. without bulletins. m National Safety Council, 20 N Wacker Drive, Chicago.

**Nation's Business**—The Nation's Business. $3; single numbers 25c. m Chamber of Commerce of the United States, Mills Bldg., Washington, D.C.

**Nation's Health**—The Nation's Health. $3; single numbers 35c. m Modern Hospital Publishing co., 660 Cass St, Chicago.
Publication discontinued with the December, 1927 number.

**N Y Pub Lib Bul**—New York Public Library. Bulletin. $1; single numbers 10c. m New York Public Library, 476 Fifth Av, New York
Bibliographies of interest to special libraries are indexed.

**Oil & Gas J**—Oil and Gas Journal. $6; single numbers 15c. w Petroleum Pub Co., 114-116 W 2d St, Tulsa, Oklahoma.

**Oil Paint & Drug Rep**—Oil, Paint and Drug Reporter. $5; single numbers 15c. w Oil, Paint and Drug Reporter, Inc., 12 Gold St, New York.

**Paper Tr J**—Paper Trade Journal. $4; single numbers 10c. w Lockwood Trade Journal Co., Inc., 10 E 39th St, New York

**Pet Age**—Petroleum Age. $2; single numbers 25c. m Petroleum Age Pub. Co., 500 N Dearborn St, Chicago.
Changed from semi-monthly to monthly with October, 1928 number.

**Phys R**—The Physical Review. Second Series. $10; single numbers 60c. s-m Physical Review, Univ. of Minnesota, Minneapolis, Minn.
Changed from monthly to semi-monthly with July 1, 1929 number.

**Phys R Sup**—Physical Review Supplement. $4; single numbers $1.25. q Physical Review Supplement, Univ. of Minnesota, Minneapolis, Minn.
Name changed to Reviews of Modern Physics with January, 1930 number.

**Power**—Power. $3; single numbers 15c. w McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.

**Power Pl Eng**—Power Plant Engineering. $2; single numbers 15c. s-m Technical Pub. Co., 53 West Jackson Blvd., Chicago.

**Prof Eng**—Professional Engineer. $1.50; single numbers 20c. m American Association of Engineers, 8 South Michigan Av, Chicago.

**Ptd Salesmanship**—Printed Salesmanship. $3.50; single numbers 40c. m Dartnell Corp., 4660 Ravenswood Av, Chicago.

**Ptr Ink**—Printers' Ink. $3; single numbers 10c. w Printers' Ink Pub. Co., Inc., 185 Madison Av, New York.

**Ptr Ink M**—Printers' Ink Monthly. $2; single numbers 25c. m Romer Pub. Co., Inc., 185 Madison Av, New York.

**Pub Roads**—Public Roads. $1; single numbers 10c. m U. S. Department of Agriculture, Bureau of Public Roads, Washington, D.C.

**Pub Serv Management**—Public Service Management. $3; single numbers 25c. m H. J. Gonden, 35 East Wacker Drive, Chicago.

**Pub Works**—Public Works. $3; single numbers 35c. m Public Works Journal Corp., 310 E 45th St, New York.

**R Econ Statis**—Review of Economic Statistics. $6 a year (including Weekly Letter Service $100 a year). q Harvard Economic Society, Inc., Cambridge, Mass.

**Radio N**—Radio News. $2.50; single numbers 25c. m Experimenter Publications, Inc., 381 Fourth Av, New York.

**Radio Serv Bul**—Radio Service Bulletin. 25c; single numbers 5c. m Department of Commerce, Radio Division, Washington, D.C.

**Ref Shelf**—The Reference Shelf. irr The H. W. Wilson Co., 958 University Av, New York.

**Refrig Eng**—Refrigerating Engineering. $5; single numbers 50c. m American Society of Refrigerating Engineers, 37 W 39th St, New York.

**Refrig W**—Refrigerating World. $2; single numbers 20c. m Ice Trade Journal Co., 25 West Broadway, New York.

**Roads & Sts**—Roads and Streets. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.

**Roy Aeronautical Soc J**—Royal Aëronautical Society Journal. £2 4s 6d; single numbers 3s 9d. m Royal Aëronautical Society, 7, Albemarle St, Piccadilly, London, W. 1.

**Roy Statis Soc J**—Journal of the Royal Statistical Society. £1 11s; single numbers 7s 6d. q Royal Statistical Society, 9, Adelphi Terrace, London, W.C. 2.
The indexing was discontinued with January, 1930. It is indexed as usual in International Index.

**Rubber Age**—Rubber Age. $2; single numbers 20c. s-m Palmerton Pub. Co., Inc., 250 W 57th St, New York.

**Ry Age**—Railway Age. $6; single numbers 25c. w Simmons-Boardman Pub. Co., 30 Church St, New York.

**Ry Mech Eng**—Railway Mechanical Engineer. $3; single numbers 35c. m Simmons-Boardman Pub. Co., 30 Church St, New York.

**S A E J**—Society of Automotive Engineers Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc., 29 W 39th St, New York.
Formerly Soc Auto Eng J.

**Safety Eng**—Safety Engineering. $3; single numbers 25c. m Safety Magazine Publishing Corp., 119 Nassau St, New York.

**Sales Management**—Sales Management. $4; single numbers 20c. w Sales Management, Inc., 420 Lexington Av, New York.

**Sci Am**—Scientific American. $4; single numbers 35c. m Scientific American Pub. Co., 24-26 W 40th St, New York.

**Sheet Metal Worker**—Sheet Metal Worker. $3; single numbers 15c. bi-w Edwin A. Scott Pub. Co., Inc., 45 W 45th St, New York.

**Sibley J**—Sibley Journal of Engineering. $2; single numbers. 25c. m (except Jl-S) Sibley Journal of Engineering, Inc., Ithaca, N.Y.

**Soc Auto Eng J**—Society of Automotive Engineers Journal. $10; single numbers $1. m Society of Automotive Engineers, Inc., 29 W 39th St, New York.
See S A E J

**Soc Chem Ind J**—Society of Chemical Industry. Journal. £4 4s; single numbers 1s 9d. w Society of Chemical Industry, Central House, 46 & 47, Finsbury Sq, London, E.C. 2.
In three separately paged sections; Chemistry and Industry, Transactions and British Chemical Abstracts.

**Soc Dyers & Col J**—Society of Dyers and Colourists. Journal. 60s; single numbers 5s. m Society of Dyers and Colourists, 30 Pearl Assurance Bldgs, Market St, Bradford, England.

**Soc Ing Civils Bul**—Mémoirs et Compte Rendu des Travaux de la Société des Ingénieurs Civils de France. Bulletin. bi-m Hotel de La Société, 19, rue Blanche, 19 (9$^{e}$), Paris, France.

**Special Lib**—Special Libraries. $5; single numbers 50c. m (bi-m. from May to Ag) Special Libraries Association, 11 Nisbet St, Providence, R.I.

**Spectator**—Spectator. $4; single numbers 25c. w Spectator Co., 243 W 39th St, New York.

**Stahl & Eisen**—Stahl und Eisen. RM 50; single numbers RM 1.50 w Verlag Stahleisen, m.b.H., Düsseldorf, Germany. American agent, Paul F. Hermann, 1709-11 Keenan Bldg., Pittsburgh, Pa.

**Stevens Ind**—Stevens Indicator. $5; single numbers 50c. m (except Ag and D) Stevens Institute of Technology, Hoboken, N.J.

**Survey of Cur Business**—Survey of Current Business. $1.50; single numbers 10c; semiannual numbers 25c. m Superintendent of Documents, Washington, D.C.
Advance leaflets are distributed every week to subscribers in the United States. The leaflets are usually mailed on Tuesdays, and give such information as has been received during the preceding week. The information contained in these leaflets is also published in Commerce reports issued weekly by the Foreign and Domestic Commerce Bureau.

**System**—System. $3; single numbers 25c. m McGraw-Hill Pub. Co., Inc., 10th Av at 36th St, New York.
The magazine formerly bearing this name became Magazine of Business with the June 1927 number. This in turn became Business Week, September 7, 1929. The new System began in July 1928. It is indexed beginning with July 1929.

**Taylor Soc Bul**—Bulletin of the Taylor Society. $3. bi-m Taylor Society, 29 W 39th St, New York.

**Textile Col**—Textile Colorist. $5. m Textile Colorist, Inc., 233 Broadway, New York.

**Textile Inst J**—Textile Institute. Journal. 48s; single numbers 4s. m Textile Institute, 16 St Mary's Parsonage, Manchester, England.

**Textile World**—Textile World. $4; single numbers 20c. w Bragdon, Lord & Nagle Co., Inc., 10th Av at 36th St, New York.

**Trust Companies**—Trust Companies. $5; single numbers 60c. m Trust Companies Pub. Assn., 55 Liberty St, New York.

**U S Agric Bul**—United States. Dept. of Agriculture. Bulletin. Distributed free of charge U.S. Dept. of Agriculture, Division of Publications, Washington, D.C.

Selected contributions from the Bureau of Chemistry, Forest Service and Office of Public Roads are indexed.

**U S Bur For & Dom Com misc ser**[*]—United States. Bureau of Foreign and Domestic Commerce. Miscellaneous series. U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

**U S Bur For & Dom Com Trade Information Bul**[*]—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

**U S Bur For & Dom Com Trade Promotion Ser**—U.S. Bureau of Foreign and Domestic Commerce, Washington, D.C.

**U S Bur Labor Statistics Bul**—United States. Bureau of Labor Statistics, Bulletin. Distributed free of charge. U.S. Bureau of Labor Statistics, Washington, D.C.

**U S Bur Mines Bul**[†]—United States. Bureau of Mines. Bulletin. U.S. Bureau of Mines, Washington, D.C.

**U S Bur Mines Circ**[†]—United States. Bureau of Mines. Miners' Circular. U.S. Bureau of Mines, Washington, D.C.

**U S Bur Mines Rep of Invest**—United States Bureau of Mines. Reports of Investigations. Bureau of Mines, Washington, D.C.

**U S Bur Mines Tech Pa**[†]—United States. Bureau of mines. Technical Paper. U.S. Bureau of Mines, Washington, D.C.

**U S Bur Stand Circ**[‡]—United States. Bureau of Standards. Circular. U.S. Bureau of Standards, Washington, D.C.

**U S Bur Stand J Research**—Bureau of Standards Journal of Research. $2.75; single numbers 25c m Superintendent of Documents, Washington, D.C.

**U S Bur Stand Sci Pa**—United States. Bureau of Standards. Scientific Papers. U.S. Bureau of Standards, Washington, D.C.

Per volume paper $1.25; cloth $2; foreign subscription, paper $2.50; cloth $2.35. Single numbers vary in price.

Superseded by Bureau of Standards Journal of Research.

**U S Bur Stand Tech Pa**[‡]—United States. Bureau of Standards. Technologic Papers. U.S. Bureau of Standards, Washington, D.C.

Superseded by Bureau of Standards Journal of Research.

**U S Geol S Bul**—United States Geological Survey. Bulletin. Distributed free of charge. U.S. Geological Survey, Washington, D.C.

**U S Nat Advisory Com for Aeronautics**—United States National Advisory Committee for Aeronautics, Washington, D.C.

**U S Women's Bur Bul**—United States Women's Bureau. Bulletin. U.S. Women's Bureau, Washington, D.C.

**Univ J of Business.** See J of Business.

**VDI.** See Zeit Ver Deutsch Ing

**W Soc E J**—Journal of the Western Society of Engineers. $3; single numbers 50c. m Western Society of Engineers, 205 W Wacker Drive, Chicago.

Published as bi-monthly beginning 1930.

**Water Works**—Water Works. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.

Combined with Municipal News as Municipal News & Water Works, July, 1928; name changed to Water Works & Sewerage with the September, 1929 number.

**Water Works & Sewerage**—Water Works & Sewerage. $2; single numbers 25c. m Gillette Pub. Co., 221 E 20th St, Chicago.

**Wis U Bul Eng Exp Sta S**—Bulletin of the University of Wisconsin, Engineering Experiment Station Series. irr Univ. of Wis., Madison.

**Zeit Angew Chem**—Zeitschrift für Angewandte Chemie. RM 48; single numbers RM 1.20 w Verlag Chemie, Corneliusstr. 3, Berlin W 10, Germany.

**Zeit Ver Deutsch Ing**—VDI. Zeitschrift des vereines Deutscher Ingenieure. RM 60.80; single numbers RM 1.75 w VDI-Verlag G. m. b. H., N. W. 7, Dorotheenstr. 40, Berlin, Germany.

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[*] The free distribution of nearly all of the publications of the Bureau of Foreign and Domestic Commerce is confined to the American Consular Service, educational institutions, libraries, trade journals, newspapers, commercial organizations, such as chambers of commerce or manufacturers' association, traffic managers of American railroads and government offices. Others may procure them from the Superintendent of Documents, Government Printing Office, Washington, D.C., or at any of the District or Cooperative offices of the Bureau, at the cost of printing.

[†] A limited edition of each publication of the Bureau of Mines is printed for free distribution to residents of the United States and its possessions and Canada, Mexico, Panama, and Cuba.

[‡] Single copies of the publications of the Bureau of Standards are sent free upon request to specialists concerned with the subjects treated, to those collaborating with the Bureau in its investigations, to organizations exchanging like courtesies with the Bureau, and to designated Government depository libraries. Others may purchase them from the Superintendent of Documents.

# Abbreviations of Publishers' Names Used in Book Titles

Am. Acad. of Pol. and Soc. Sci. American Academy of Political and Social Science, 3622-24 Locust St., West Philadelphia
Appleton. Daniel Appleton & Co., 29-35 W. 32d St., N.Y.
Baird. H: C. Baird & Co., 2 W. 45th St., N.Y.
Blakiston. P. Blakiston's Son & Co., 1012 Walnut St., Philadelphia
Bobbs. Bobbs-Merrill Co., 724 N Meridian St, Indianapolis; 185 Madison Av., N.Y.
Brentano's, 5th Av. & 27th St., New York.
Century Co., 353 4th Av., N.Y.
Chemical Catalog Co., Inc., 419 Fourth Av., N.Y.
Chemical Pub. Co., 300 N. 3d St., Easton, Pa.
Crowell. T. Y. Crowell Company, 387-393 4th Av., N.Y.
Dodd. Dodd, Mead & Co., 4th Av., & 30th St., N.Y.
Doran. See Doubleday.
Doubleday. Now Doubleday, Doran & Co., Garden City, N.Y.
Formerly Doubleday, Page & Co.
Drake. Frederick J. Drake & Co., 179 N. Michigan Av., Chicago
Dutton. E. P. Dutton & Co., 286-302 4th Av., N.Y.
Ginn. Ginn & Co., (Educational text-bks.) 15 Ashburton Place, Boston, 2; 2301-2311 Prairie Av., Chicago; 70 5th Av., N.Y.
Gregg. Gregg Publishing Company, 20 W. 47th St., N.Y.; 2500 Prairie Av, Chicago
Harcourt. Harcourt, Brace & Co., 383 Madison Av., N.Y.
Harper. Harper & Brothers, 49 E. 33d St., N.Y.
Heath. D. C. Heath & Co., 50 Beacon St., Boston; 239 W. 39th St., N.Y.; 1815 Prairie Av., Chicago
Henley. Norman W. Henley Pub. Co., Putnam Bldg., 2 W. 45th St., N.Y.
Holt. Henry Holt & Co., 1 Park Av., N.Y.; 2626 Prairie Av., Chicago
Houghton. Houghton, Mifflin Co., 2 Park St., Boston; 386 4th Av., N.Y.; 2500 Prairie Av., Chicago; 612 Howard St., San Francisco
Huebsch, B. W. See Viking Press, Inc.
Knopf. Alfred A. Knopf, 730 5th Av., N.Y.
Lippincott. J. B. Lippincott Co., 227-231 East Washington Sq., Philadelphia
Longmans. Longmans, Green & Co., 55 5th Av., Cor. 12th St., N.Y.
McGraw-Hill. McGraw-Hill Bk. Co., Inc., 370 7th Av., N.Y.
McKay. David McKay, 604-608 S. Washington Square, Philadelphia
Macmillan. The Macmillan Co., 60 5th Av., N.Y.
Manual Arts Press, 237 N. Monroe St., Peoria, Ill.
Nat Bur Econ Research. National Bureau of Economic Research, Inc., 474 W. 24th St, N.Y.
National Research Council, 2101 B St., N.W., Washington, D.C.
Oxford. Oxford University Press (Clarendon Press) (American branch). 114 5th Av., N.Y.
Penton Pub. Co., 1213 W. 3d St., Cleveland, O.; 220 Broadway, N.Y.
Pitman. Sir Isaac Pitman & Sons, 2-6 W. 45th St., N.Y.
Prentice-Hall, Inc., 70 5th Av., N.Y.
Putnam. G. P. Putnam's Sons, Putnam Bldg., 2-6 W. 45th St., N.Y.
Revell. Fleming H. Revell & Co., 158 5th Av., N.Y.; 851 Cass St, Chicago
Ronald Press. Ronald Press Co., 15 E. 26th St., N.Y.
Routledge. Routledge, G. & Sons, Ltd., Broadway House, 68-74 Carter Lane, London, E.C. 4
Scientific Bk. Corp., 15 E. 26th St., N.Y.
Scribner. Charles Scribner's Sons, 597 5th Av., N.Y.; 320 E. 21st St., Chicago
Shaw. See McGraw-Hill
Simmons-Boardman. Simmons-Boardman Publishing Company, 30 Church St., N.Y.
Special Lib. Assn., Special Libraries Association, 11 Nisbet St., Providence, R.I.
Spon. E. & F. N. Spon, Ltd., 57 Haymarket, London, S. W. 1; Spon & Chamberlain, 120-122 Liberty St., N.Y.
Stokes. F. A. Stokes Co., 443-449 4th Av., N.Y.
Supt. of Doc. Superintendent of Documents, Government Printing Office, Washington, D.C.
U P C Book Co., Inc., 243 W. 39th St., N.Y.
Succeeded by Scientific Bk. Corp., 15 E. 26th St., N.Y.
Univ. of Chicago Press, 5750 Ellis Av., Chicago
Van Nostrand. D. Van Nostrand Co., 250 4th Av., N.Y.
Viking Press, Inc., 18 E 48th St, N.Y.
Wiley. John Wiley & Sons, Inc., 440 4th Av., N.Y.
Wilson, H.W. H. W. Wilson Co., 950-972 University Av., N.Y.
Workers Educ. Bur. Workers Educational Bureau of America, 476 W. 24th St., N.Y.

# Key to General Abbreviations

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|---|---|
| + | continued on later pages of the issue |
| abr | abridged |
| Ag | August |
| Ap | April |
| arch | architect |
| bibliog | bibliography |
| comp | compiled or compiler |
| cond | condensed |
| cont | continued |
| D | December |
| diag | diagram |
| ed | edited or edition or editor |
| F | February |
| il | illustrations |
| inc. | incorporated |
| Ja | January |
| Je | June |
| Jl | July |
| Mr | March |
| My | May |
| n s | new series |
| N | November |
| no | number |
| O | October |
| p | page |
| por | portrait |
| pseud | pseudonym |
| rev | revised |
| S | September |
| sup | supplement |
| tr | translated or translation or translator |
| v | volume |

Sample title: An Englishman looks at the future of advertising. C. B. Larrabee. Ptr Ink 135:129-30+ My 6 '26

Explanation: An article with the title given above will be found in Printers Ink, volume 135, pages 129 to 30 (continued on later pages of the issue). the May 6, 1926 number.

# Industrial Arts Index

## A Cumulative Index to Engineering, Trade and Business Periodicals

### 1928—1929

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**ABACA.** See Manila hemp

**ABATTOIRS.** See Slaughtering and slaughterhouses

**ABBEYS**

Ruined abbeys of Great Britain. R. A. Cram. 298p Marshall Jones co., Boston, Mass. '27

**ABBOTT, Charles G.**

Portrait. Sci Am 141:199 S '29

**ABBREVIATIONS**

Abbreviations for engineering terms; reference-book sheet. Am Mach 69:897 D 6 '28

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Harvard advertising awards for 1928. R: J. Walsh. il Ptr Ink 146:89-90+ Mr 14 '29

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Wave length of style in advertising. H: Eckhardt. il Adv & Sell 12:17-19+ Ap 3 '29

*See also* Advertising; Advertising—Dealer helps; Advertising cutouts; Billboards; Blotters; Broadsides (advertisements); Catalogs; Labels; Package inserts; Posters; Sales letters; Show cards; Show windows—Window stickers

**Bible quotations**

Bible quotations in advertising copy. Ptr Ink 144:92-3 S 27 '28

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Advertising that the prospect keeps. B. F. Berfield. il Ptr Ink M 17:45-6+ Jl '28

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Autocar uses water color for new line book. J. B. Gray. il Ptd Salesmanship 54:18-20 S '29

## ADVERTISEMENTS—Books and booklets —*Continued*

Booklet covers that whet the appetite for what is inside. G: Ethridge. il Ptd Salesmanship 52:305-8 D '28
Booklet is made the feature of this newspaper campaign. il Ptr Ink 142:98+ Ja 12 '28
Booklet-portfolio gets interest, action and sales. W: A. Kittredge. il Ptr Ink M 16:46-7 Mr '28
Booklet that meets the prospect on his own level; Cyclone fence brochure. G: Enzinger. il Ptd Salesmanship 51:24-5 Mr '28
Building beauty into the booklet type page. G: Ethridge. il Ptd Salesmanship 53:78+ Mr '29
Business built by new uses; Wright's bias fold tape. I. N. Davies. il Ptr Ink 146:25-6+ Mr 14 '29
Dealer booklet in eleven languages; Curtis lighting. il Ptd Salesmanship 50:410-11 Ja '28
Dignifying the profit appeal to reach the professional man; Ritter booklet for dentists. Ptd Salesmanship 52:24 S '28
For reasons I do not altogether understand—they call it modern; new Cadillac brochure. T. M. Cleland. il Ptd Salesmanship 51:17-19 Mr '28
Getting prospects to start a scrap book; turning prospective home owners into customers for Sloan's linoleum. R. Cole. Ptr Ink 145:69-70 N 1 '28
Getting the maximum returns from good-will advertising; Holmes & Edwards silver co. booklet on table service. W. B. Griffin. Ptr Ink 143:91-2+ Je 28 '28
Getting your booklet ready for the printer. T. Nelson. il Ptd Salesmanship 52:324-6 D '28
Ghost writers give way to authors whose names mean something. il Ptd Salesmanship 51:260-2+ My '28
Harmonizing the cover with the booklet's contents. G: Ethridge. il Ptd Salesmanship 52:414-16+ Ja '29
Heroic brochure for a heroic enterprise; London stock exchange house used sheer size. A. Stote. il Ptd Salesmanship 53:134-5 Ap '29
Housewife looks over some advertising best sellers. M. C. Logie. il Ptd Salesmanship 51:327-30 Je '28
How a booklet uncovered a by-product; Davey tree expert co. R. Cole. Ptr Ink 143:129-30 My 3 '28
How a printer increased business for towns along a transcontinental highway. T. H. Townsend. il map Ptd Salesmanship 50:218-20+ N '27
How Bakelite uncovered new uses for the product. Sales Management 13:1117-18+ D 24 '27
Lure of old Japan helps sell cherry trees. pl Ptd Salesmanship 51:492 Ag '28
Making more sales by the flank attack; educational catalog for golf clubs. S. W. Severance. il Ptr Ink M 19:98+ O '29
Miniature booklets and house organs. il Ptd Salesmanship 50:507-10+ F '28
New note in travel advertising. il Ptd Salesmanship 50:407-9 Ja '28
Norton company's de luxe brochure; tribute to loyal employees. G. E. Mitchell. pl Ptd Salesmanship 53:510 Ag '29
Notes on the preparation of historical booklets. W. Perry. il Ptr Ink M 16:76+ F '28
Overcoming the inarticulate sales objection; Cyclone fence company. R. Crothers. il Ptr Ink M 16:40+ Mr '28
Popularizing a name with manufacturers and retailers; American hide & leather company. F. A. Rapp. il Ptr Ink M 19:92 O '29
Pouring sales literature into interesting forms. G: Ethridge. il Ptd Salesmanship 54:129-31+ O '29
Reaching men via their wives; Rawlplug co. W. R. Howard. Ptr Ink 145:156, 160-1 O 4 '28
Retailer tells what kind of booklets he likes and why. A. H. Van Voris. Ptr Ink 141:133-4+ N 10 '27
Selling memberships with direct mail. H. F Ranney. il Ptd Salesmanship 51:213-14+ My '28
Selling the free booklet. M. Droke. Sales Management 19:528+ S 21 '29
Shaped to fit the product. H. L. Bird. il Ptd Salesmanship 51:512+ Ag '28
These three booklets made a hit with farmers; Insulite company. H. D. Thorn. il Ptr Ink 145:136-7+ N 8 '28
This order for water-color printing grew from one piece to eleven. J. H. Rook. il Inland Ptr 84:58-60 O '29
Title page: curtain-raiser of the booklet. G: Ethridge. il Ptd Salesmanship 52:515-17 F '29
What can be done with the all-type cover. J. Storey. il Ptd Salesmanship 52:138-9 O '28
What gives style to a style book? L. Leavitt. il Ptd Salesmanship 52:342-3 D '28
What the coupon brings. il Ptd Salesmanship 50:261-6+, 547-8+; 51:168-70+ N '27, F, Ap '28
When free booklet offers are poor strategy. Ptr Ink 148:42+ Jl 4 '29
When the advertising theme needs detailed explanation; Eveready radio book. H. E. Pettingill. il Ptr Ink M 17:39+ D '28
When the youngsters ask about your product. Sales Management 14:236 F 4 '28
Where the copy writer can get the story for booklets. A. P. Pope. Ptr Ink M 18:54+ F '29
Whole industry benefits by unbiased consumer guide book. Ptr Ink 149:162+ O 17 '29
Why we used line cuts for our new booklet instead of half-tones. D. T. Hamilton. il Ptd Salesmanship 50:227-30 N '27

*See also* Catalogs; Instruction in use of product

### Borders

Broken borders. E. P. Hermann. il Ptr Ink M 16:48-9+ Mr '28

### Bridge pads

Profiting by the popularity of bridge. C. M. Littlejohn. Inland Ptr 83:56 Ap '29

### Calendars

Is there a better way to distribute the 1929 calendar? G: H. Pelton. Ptd Salesmanship 52:255-6+ N '28
Jeweler's calendar that made the most of local color. A. Leinard. pl Ptd Salesmanship 52:312 D '28

### Cartoons

*See* Advertisements, Pictorial—Cartoons

### Charts

Charts that simplify the sales story. B. H. Briscoe. Ptd Salesmanship 53:508-9 Ag '29

### Christmas cards

And a Happy New Year, Mr Freedman. J. V. Leary. Ptr Ink 142:41-2 F 2 '28
"Merry Christmas"; perhaps your company Christmas card did more harm than good. J. Freedman. Ptr Ink 142:10+ Ja 5 '28

### Color appeal

Bed sheets to complement the complexion. O. De Camp. il Ptr Ink M 18:78 My '29
Color finds itself in a new field; U. S. Rubber is merchandising colored conduit wires. C. G. Muller. il Ptr Ink M 18:58+ Ap '29
Featuring colored products in black and white pages. H. C. North. il Sales Management 15:83-4 Jl 14 '28
Selling color with color; Bass-Hueter paint company uses glass containers. M. E. Bridston. il Ptr Ink M 19:54+ Jl '29
Sheets now sold to match the personality; new campaign on Lady Pepperell colored sheets O. DeCamp. il Ptr Ink 146:33-4+ Ja 31 '29
Suggesting color without using it. D. G. Miller. Ptr Ink M 17:82+ D '28

*See also* Color in advertising

**ADVERTISEMENTS**—*Continued*

### Cook books and recipes

Advertisement to brides brings record replies; the Royal baking powder company offers a cook book free to brides. R. Cole. Ptr Ink 145:205+ O 11 '28

Advertising on the kitchen wall. il Ptr Ink M 17:56 Jl '28

Some facts about recipe booklet distribution. B. F. Berfield. Ptr Ink M 17:62+ D '28

### Copy

Abuse of synonyms. R. Surrey. Ptr Ink M 19:52+ Ag '29

Acres of applesauce. L. Mackall. Ptr Ink M 16:128+ Ap '28

Adding the little something that clinches sales. N. Lewis. Adv & Sell 13:40+ S 18 '29

Advertisement lay-out and copy-writing. A. J. Watkins. 120p Pitman '28

Advertisement writing. G. Russell. 248p E. Benn, ltd., London '27

Advertising may not be news—but it should be. W. H. McLeod. Ptr Ink 148:41 Jl 4 '29

Advertising parodies of 1928. A. R. Barkley. il Sales Management 15:356-8+ Ag 18 '28

Advertising—read it and chuckle. A. D. Gass. Ptr Ink 145:57-8+ D 6 '28

Advertising tone of voice is explained so the cub will always remember what it is. Spectator 120:32-3 Ap 19 '28

Advertising's retreat to the Barnum era. H. Brennan. Ptr Ink 142:81-2+ Mr 15 '28

Always too much copy. S. E. Kiser. Adv & Sell 13:24 Ag 7 '29

And now concerning copy. Published in biweekly numbers of Advertising and selling

Appeal to action; fundamentals of mail order advertising as applied to general advertising. E. T. Gundlach. Adv & Sell 12:25-6+ Ap 3 '29

Applying the editorial feature idea to advertising. J. B. Lyon. Ptr Ink 141:25-6 N 24 '27

Are strong-arm methods ever best in direct-mail? R. B. Lockwood. il Ptd Salesmanship 51:338+ Je '28

Are we desecrating literature to sell a vanishing cream? praise of the classics, as adapted by copy writers. E. E. Calkins. Ptr Ink 145:3-4+ N 22 '28

Are you ashamed of your own copy? J. K. Fraser. Ptr Ink 145:140+ N 22 '28

Are you riding on the advertising merry-go-round? knocking of competitors. E. Brisacher. Ptr Ink 142:161-2+ Ja 5 '28

Are you trying to sell goods in Lilliput? R. W. Johnson. Sales Management 16:544-5+ D 1 '28

Art of writing and art in writing. E. D. Berry. Inland Ptr 81:71-2 Ag '28

Avoid the absolutes of ballyhooey. H. R. Shipherd. Ptr Ink M 19:82+ N '29

Back seat copy. W. H. Gardner. Adv & Sell 10:40+ Ja 11 '28

Banquo's ghost at the copy conference; statisticians' synthetic dumb-bell. R. W. Johnson. il Sales Management 16:606-7+ D 8 '28

Blushing, I burst into tears when John handed me the soup-spoon. E. P. Butler. Ptr Ink 144:3-4+ Ag 23 '28

Boob! Lord love him! C. F. Pietsch. Adv & Sell 12:27+ F 20 '29

Bordering copy with the red roses of rhetoric. T. A. DeWeese. Ptr Ink 147:49-50+ Je 27 '29

Bricks without straw. R. W. Johnson. il Sales Management 17:138-9+ Ja 19 '29

Bringing the newspaperman's technique into advertising. W. E. Kraft. Adv & Sell 12:30+ F 20 '29

Cage the nightingale; charm in copy. B. Rowe. Ptr Ink 145:17-20 D 13 '28

Can copy be too professional? H. W. Dickinson. Ptr Ink 147:17-20 Ap 25 '29

Case against zeroism. E. S. Green, jr. Ptr Ink 147:88+ My 2 '29

Case of zeroism. S. K. Wilson. Ptr Ink 147:25-6+ My 23 '29

Catechism for copy. J. C. Knollin. Adv & Sell 10:25-6+ Ap 4 '28

Combining four appeals in one advertisement; Graybar advertises consumer appliances, industrial products, wiring supplies and the Graybar name. R. Cole. il Ptr Ink 147:10+ Ap 25 '29

Comments of a man who does not know advertising; Hupmobile advertisement. W. L. Barnhart. Ptr Ink 144:33-4+ S 27 '28

Common words vs. metaphorical pyrotechnics. D. Allshouse. Ptr Ink 147:72-3 Ap 25 '29

Copy angles for advertising to dealers. C. B. Larrabee. il Ptr Ink M 18:33-5+ Ja '29

Copy change boosts returns for Hamilton watch; famous writers are used to catch the thrill of transportation. C. W. Dreppard. Ptr Ink 145:25-6 O 4 '28

Copy-conscious copy. E. S. Green, jr. Ptr Ink 148:25-6+ Jl 11 '29

Copy is as copy does. R. Gray. Ptr Ink 145:178+ O 4 '28

Copy slants. R. Tinsman. Ptr Ink 144:3-4+ Jl 12; 99-100+ Jl 19; 99-100 Jl 26; 50+ Ag 2; 62+ Ag 9; 81-2+ Ag 16; 108+ Ag 23; 65-6 Ag 30 '28

Copy that keeps the reader nodding in agreement. E. Brisacher. Ptr Ink 146:116+ Ja 31 '29

Copy trends for 1928. il Sales Management 14:527-30 Mr 31 '28

Copy under glass. R. Dickinson. Ptr Ink M 16:41-2+ Ja '28

Copy vs. copy-catting. L. W. C. Tuthill. Adv & Sell 12:25+ D 12 '28

Copy writer tunes in with his media. il Ptd Salesmanship 51:346+ Je '28

Copy writer's eternal triangle. il Ptr Ink 149:92-3+ O 17 '29

Customer has rights. H. N. Casson. Forbes 23:58-9 Mr 1 '29

Dangerous words ahead. T. Masson. Ptr Ink M 16:59-60 My '28

Development of style in advertising copy. L. F. Triggs. Ptr Ink M 16:73-4+ Ja '28

Direct-mail copywriter speaks out in public. A. T. Moore. Ptd Salesmanship 51:493-4+ Ag '28; Discussion. A. F. Bishop. 52:258 N '28; Reply. A. T. Moore. 52:368+ D '28

Do metaphorical pyrotechnics produce profits? W. E. McFee. Ptr Ink 147:49-50 Ap 11 '29; Discussion. J. H. S. Ellis. 147:66+ My 9 '29; Reply. W. E. McFee. 147:57-8+ Je 13 '29

Does your copy need more sales angles? R. Crothers. Ptr Ink 142:121-2+ Ja 26 '28

Don't forget those who just haven't time; a defense of display copy. H. W. Stansbury. Ptr Ink 149:163-4 N 14 '29

Ellis bites his thumb at Johnson's Synthetic dumb-bell. L. Ellis. Sales Management 17:77+ Ja 12 '29

Everybody that talks about heaven ain't goin' there. R. W. Johnson. Sales Management 17:26-7+ Ja 5 '29

Eye-catching isn't enough! R. Surrey. Ptr Ink M 19:91-2+ N '29

Facts versus faces; the principle of personification as a selling aid. R. Surrey. il Ptr Ink M 16:36-7+ My '28

First requisite—attention. E. T. Gundlach. Adv & Sell 12:24+ F 20 '29

First ten copy bromides. Ptr Ink 149:41-2+ O 10 '29

Flawless English in advertising? Yes—with exceptions. E. I. Wade. Ptr Ink 143:56 Je 14 '28

Focus your advertising down. W. E. Kraft. Adv & Sell 12:28+ D 12 '28

From where do the best copy ideas come? Ptr Ink 143:48 My 31 '28

Getting ready to write direct-mail copy. A. T. Moore. Ptd Salesmanship 52:29-30 S '28

Going to the source for copy ideas; Standard Oil of New Jersey. R. Dickinson. il Ptr Ink M 17:34-5+ S '28; Same abr. Pet Age 22:22-4 S 15 '28

Harrods of London score the biggest scoop in advertising history. F. McVoy. il Ptd Salesmanship 53:214-15+ My '29

Has the public an imagination? W. E. Underwood. il Ptr Ink M 16:33-4 Ja '28

Have you a little critic on your hearth? A. T. Moore. il Ptd Salesmanship 52:121-2 O '28

Hooey recalled for cross-examination. S. K. Wilson. Ptr Ink 141:120-1+ N 24 '27

**ADVERTISEMENTS**—Copy—*Continued*

How are the acoustics? H. M. Bourne. Adv & Sell 12:40 N 28 '28
How "old salesman specific" operates. W. E. Kraft. Adv & Sell 12:27+ D 26 '28
Human engineer—a new title for the ad man. C: R. Wiers. Ptr Ink 142:169-70+ F 2 '28
Idea plus romance as a copy formula. R. Dickinson. Ptr Ink 144:73-4+ Jl 5 '28
Ideas about ideas; do they come from inspiration or by digging? G. Gilpatric. Ptr Ink 141:49-50+ N 10 '27
Immaculate telegraphy versus the sales message that sparkles. P. M. Hollister. Sales Management 17:437-8 F 23 '29
"Immemorial elms" of advertising argument; B & O invests threadbare arguments with new meaning. R. Cole. il Ptr Ink 144:143-4+ Jl 19 '28
In the New York manner. J. M. Campbell. Adv & Sell 13:32+ My 1 '29
Industrial advertising copy. R. B. Lockwood. 326p McGraw-Hill '29
Is advertising in a squirrel cage of formula? R. W. Johnson. il Sales Management 16:422-3+ N 17 '28
Is the belief that advertising is news a myth? K. Collins. Ptr Ink 147:125-6 Je 27 '29
Is there too much of a take-it-or-leave-it attitude in copy? G. Adams. Ptd Salesmanship 50:493-4+ F '28
It's all in the point of view. E: Prager. Ptr Ink 149:166+ O 17 '29
Joyful advertising. K. Groesbeck. Adv & Sell 13:23+ O 16 '29
Just a word about words; how they may be used to help the gas industry. H: Obermeyer. il Gas Age 63:504-5+ Ap 13 '29
Leaves from the experience book of a copywriter. A. T. Moore. Adv & Sell 11:27+ My 16; 38+ S 19 '28
Let's have more word-pictures. T. H. Thompson. Ptr Ink 141:123-5 D 29 '27
Make the first paragraph graphic. R. Surrey. Ptr Ink 142:154-5+ Ja 19 '28
Making copy contagious. P. E. Spane. Adv & Sell 10:25 Ap 18 '28
Making diablerie in copy. R. Dickinson. Ptr Ink 149:112+ N 7 '29
Message to writers of manicured copy. R. C. Wilson. Adv & Sell 10:32 N 16 '27; Discussion. L. Ellis. 10:27+ D 28 '27
Mr Little presents himself as an advertisement. A. E. Little. Ptr Ink 142:113-14+ F 2 '28
Modern America challenges the copywriter. A. B. Carson. Adv & Sell 11:28+ S 19 '28
Most outstanding fact about the world's most outstanding advertisements. C. Vredenburgh. Ptr Ink 148:25-6+ Ag 8 '29
Mother Hubbard's cupboard. R. W. Johnson. Sales Management 17:268-9+ F 2 '29
Mother, I'm proud; satire on some recent garter advertising. Ptr Ink 147:33-4 Ap 4 '29
Multum in parvo; how the copy writer, tackling an unwieldy idea, may bring it into focus. A. H. Little. Ptr Ink 146:57-8+ Mr 7 '29
Must "new copy" step forward to join the "new art"? R. Giles. Adv & Sell 11:27+ Ag 22 '28
Needed—the Northampton note in advertising. R. Dickinson. Ptr Ink 146:76+ Mr 21 '29
New dresses for old copy appeals; Dim-a-lite. il Ptr Ink 146:41-2 F 7 '29
New English for old. A. T. Moore. Ptd Salesmanship 53:137+ Ap '29
Nobody reads copy. S. E. Kiser. Adv & Sell 13:22 Jl 10 '29
Not all literal zeroisms are actually meaningless. J: Davidson. Ptr Ink 147:154+ My 30 '29
Nurturing love's young dream on hair tonic. E. Emmett. Ptr Ink 145:112+ D 6 '28
O, Judge Taft, we need you in advertising. L: Brewer. Ptr Ink 145:124-5 N 29 '28
O oikonomikos, Mr. Calkins! R: Surrey. Ptr Ink 145:92+ D 6 '28; Reply. E. E. Calkins. 145:134 D 13 '28
Old hokum bucket. T. H. Thompson. Ptr Ink M 19:139-40+ S '29
On writing copy. J. W. Thompson. Adv & Sell 10:26 Mr 7 '28
One manufacturer advertises the products of others; Simmons chains are now being featured with watches of well-known makers. il Ptr Ink 146:10+ Ja 3 '29
Open-door idea in advertising. A. L. Townsend. Ptr Ink 145:193-4+ N 15 '28
Over-the-counter copy. H. Blauvelt. Ptr Ink M 16:108+ F '28
Passing of the copywriter. E. D. Kennedy. Adv & Sell 13:30+ Je 26 '29
Pegasus as a plow horse. R. Gray. Ptr Ink 142:113+ Ja 26 '28
Penalty of leadership; advertisement of the Cadillac motor car company. Ptr Ink 146:68 Ja 31 '29
Pick and shovel work—the mother of inspiration. L. C. Smith. Ptr Ink 141:43 N 24 '27
Plenty of room inside; copy limitations. L. W. Batten, jr. Ptr Ink 144:10+ S 13 '28
Pot shots at some of advertising's sacred cows. R. W. Johnson. il Sales Management 16:482-3+ N 24 '28
The priceless ingredient. Ptr Ink 145:108 O 25 '28
Proverbs of Solomon. R. W. Johnson. il Sales Management 18:188+ Ap 27 '29
Putting believability into short conversational copy. R. Jones. il Ptr Ink M 15:50+ D '27
Quart of green paint. A. H. Little. Ptr Ink 142:149-50+ Mr 15 '28
Readers throw rocks and roses at Roy Johnson's articles. Sales Management 17:32-3+ Ja 5 '29
Salesman's and copy writer's greatest asset; charm. B. Rowe. Ptr Ink 145:153-4+ O 11 '28
Second ten copy bromides. Ptr Ink 149:57-8+ O 24 '29
Seven cardinal virtues in an advertisement. C: Noble. il Ptr Ink M 17:43-4+ N '28
Shall we cultivate advertisements that scan? S. K. Wilson. Ptr Ink 144:120-1+ S 27 '28; Reply. T. A. Baggs. 145:69-70 O 18 '28
Shall we insist on flawless English in advertising? S. K. Wilson. Ptr Ink 143:3-4+ My 17 '28
Sinclair Lewis looks at advertising. Adv & Sell 13:17-18+ My 15 '29
Sixth sense in writing advertising copy. R. B. Lockwood. Ptd Salesmanship 50:452+ Ja '28
Something sound or something different? R. S. Durstine. Adv & Sell 10:21+ N 30 '27
Speaking voice in copy: have we lost it? P. E. Spane. il Adv & Sell 12:24+ Ja 23 '29
Starchy John and Abe Lincoln give a copy lesson; first decide why you would not buy the product. E: Wolff. Ptr Ink 145:17-20 D 27 '28
Stefan Janowitz makes the same old mistake. E. B. Weiss. Ptr Ink 149:25-6 O 24 '29
Stropping up the copy phraser from time to time. A. T. Moore. Adv & Sell 11:36+ Ag 8 '28
Suddenly he remembered his business was different. C: A. Bates. Ptd Salesmanship 52:119-20 O '28
Superlatives have a right to be heard. L. G. Sherman. Ptr Ink 149:10+ O 10 '29
Ten earmarks of a good advertisement. A. T. Moore. Adv & Sell 12:23+ Ja 9 '29
Ten practical steps to take in writing good copy. H. McJohnston. Ptr Ink 142:128+ Ja 5 '28
Ten things bitter experience taught me about direct mail. P. Crissey. Sales Management 13:927-8+ N 26 '27
That antique aroma of the nineties. Ptr Ink 148:103-4 Ag 15 '29
That blessed word "Mesopotamia". R. W. Johnson. il Sales Management 17:492-3+ Mr 2 '29
That throaty tone in copy. L. G. Sherman. Ptr Ink 146:73-4+ Ja 10 '29
There isn't always one main advertising appeal. W. S. Woodbridge. Ptr Ink 146:145+ F 7 '29

**DVERTISEMENTS**—Copy—*Continued*

Three successful advertisements; how they were written and what they did. K. M. Goode and H. Powel, jr. Ptr Ink 142:81-2+ Ja 19 '28

Thumbs down on whipped cream copy. L: M. Cottin. Ptr Ink 145:41-2+ N 8 '28

Tin shoes and tepid milk. R. W. Johnson. Sales Management 16:720-1+ D 22 '28

To a portfolio of advertisements that didn't pay. R. Giles. Adv & Sell 13:28+ Je 12 '29

To get conviction and force in advertising copy, tone it down. R. W. Johnson. Ptd Salesmanship 50:435-8 Ja '28

To plan and write strong advertisements. J: E. Kennedy. Adv & Sell 10:26+ F 8 '28

Trader Horn on copy. M. K. Powers. Adv & Sell 10:28+ F 8 '28

Tragedy of the oversold customer. E. P. Butler. Ptr Ink 148:3-4+ Jl 18 '29

Tremendous — sensational — supreme—best—greatest. C. B. Larrabee. Ptr Ink 142:41-2+ Ja 19 '28

True talk about advertising. G. Russell. Ptr Ink 141:33-4+ D 8 '27

Unwilling witness. W. E. Kraft. Adv & Sell 10:22+ Ja 25 '28

Use all gently. A. H. Little. Ptr Ink M 18:65-6 Mr '29

Watch the words and miss the message. L. C. Lockley. Ptr Ink 143:33-4+ Je 7 '28

What advertising appeal will most effectively sell my product? R: B. Franken and J. D. Weinland. Ptr Ink 146:3-4+ Ja 24 '29

What can a man say? A. Bradbury. il Ptr Ink 141:157-8+ D 1 '27

What is good copy worth? H. W. Dickinson. Ptr Ink 146:3-4+ Ja 3 '29

What is the golden key for successful copy? abstracts. R. Rubicam. Adv & Sell 12:34+ N 14 '28; Ptr Ink 145:164+ N 8 '28; Sales Management 16:362+ N 10 '28

What is the ideal advertisement? C. B. Larrabee. Ptr Ink 143:17-20 My 24 '28

What sort of English shall we use in our copy? No copy at all? C. L. Marcus. il Ptr Ink 143:137-8+ My 24 '28

What thirty years writing advertising copy has taught me. C: A. Bates. Ptd Salesmanship 50:221-2 N '27

What's the matter with advertising? R. Gray. Ptr Ink 142:113-14+ Mr 22 '28

When all is said and read—it is the "proof" that lingers. R. W. Johnson. il Ptd Salesmanship 50:527-9+ F '28

When sales managers lend a hand to the advertising agency. E. Whitmore. il Sales Management 13:1107-8+ D 24 '27

Where do the new eras go? E. B. White. Mag of Business 54:505 N '28

Where's that Chinaman's picture? R. T. Colwell. Ptr Ink M 18:56 F '29

Who said style? A. T. Moore. Adv & Sell 11:38+ S 5 '28

Why assume that the readers won't buy? E. Wolff. Ptr Ink 141:73-4+ D 22 '27

Why London department store advertised in New York. Ptr Ink 146:73-4 Mr 21 '29

Writing copy from the inside out. H. M. Bourne. Adv & Sell 10:36+ Ja 11 '28

*See also* Advertisements—Repetition; Advertisements, Humorous; Advertisements, Pictorial

### Copy revision

Direct-mail campaign that failed. Ptr Ink 142:25-6 Mr 1 '28

Fine piece of copy, but—. Adv & Sell 13:70 Ag 21 '29

In defense of copy writers. E. J. Lee. Ptd Salesmanship 52:554+ F '29

In quest of elusive okays. Ptd Salesmanship 53:538+ Ag '29

Letter that agencies would like to send to some clients. A. E. Mudkins. Ptr Ink M 19:52+ S '29

That O.K.; the copy patcher. S. K. Wilson. Ptr Ink M 16:82 F '28

When the higher-ups meddle with the advertising copy. M. Harlan. il Sales Management 14:369-70+ Mr 3 '28

### Copy sources

Do neighbors write copy? C: F. Pietsch. il Adv & Sell 12:25-6 F 6 '29

Turning the consumer into a copywriter; Carbona products company. il Adv & Sell 13:24 My 1 '29

Where the copy writer can get the story for booklets. A. P. Pope. Ptr Ink M 18:54+ F '29

### Copy writers

Confessions of a copy writer. il Ptd Salesmanship 52:417-19+, 527-8+; 53:60+, 160-2, 246+, 348+, 443-4+, 538+; 54:66+, 164-6, 271-6 Ja-N '29 (to be cont)

Do copy men make good authors? E. Onativia. Ptr Ink M 19:43-4+ O '29

Little fables for little copy writers. D. L. Teilhet. Ptr Ink M 19:110+ O '29

My word, sales experience for the copy writer again! S. K. Wilson. Ptr Ink M 18:77-8 My '29

Need all advertising be written by advertising writers? C. L. Spier. il Adv & Sell 13:32+ My 29 '29

Portrait of a copy writer. R. K. Leavitt. Adv & Sell 10:20 Ja 25 '28

Sales experience for copy writers—bunk? S. K. Wilson. Ptr Ink M 18:56+ Ja '29

Sales experience for copy writers is a waste of time. J: B. Whalley. Ptr Ink M 18:86+ Ap '29

Six primary requisites of the good copywriter. A. T. Moore. Adv & Sell 13:23-4+ Jl 13 '29

Smilo answers Groucho. Ptr Ink 148:10+ Jl 4 '29

What is a copy-writer? Adv & Sell 12:40+ N 14 '28

What the copywriter can learn from Stevenson. A. T. Moore. Adv & Sell 12:30+ Mr 6 '29

### Copyright

*See* Copyright—Advertisements

### Coupons

Advertising puzzle. Z. W. Carter. il Ptr Ink M 19:38+ Jl '29

Copy change improves quality of sample requests; Sempray Jovenay company. Ptr Ink 143:155-6+ Ap 26 '28

Coupon also rises. R. Cole. il Ptr Ink M 16:48-9+ Je '28

Coupon in direct mail advertising. E. T. Gundlach. Adv & Sell 12:25+ Ap 17 '29

Coupons and the otherwise keyed advertisements. Ptr Ink 149:57-8+ N 7; 130+ N 14 '29

Coupons in business paper advertising. D. Gridley. il Ptr Ink M 19:39-40+ Ag '29

Coupons in trade advertisements. Elec R (Lond) 102:503-4 Mr 23 '28

Do coupon returns measure value of farm advertising? R: Weber. il Ptr Ink M 18:39-40+ Mr '29

Four musts for coupon design. J. E. Schwenck. il Ptr Ink M 18:38+ My '29

Housewife looks over some advertising best sellers. M. C. Logie. il Ptd Salesmanship 51:327-30 Je '28

Industrial advertiser condemns the coupon. G. A. Binz. il Ptr Ink 144:10+ Jl 12 '28

Making it easy for the reader to act. R. B. Lockwood. il Ptd Salesmanship 52:158+ O '28

More about coupon vs. letter inquiries. E. T. Gundlach. Ptr Ink 147:36 Je 13 '29

New trends in coupon advertising. E. T. Gundlach. il Ptd Salesmanship 51:109-11+ Ap '28

Percentage of inquiries that comes on coupons. Ptr Ink 147:140 My 9 '29

To cut or not to cut the coupon—. Ptr Ink 143:44 Ap 19 '28

Value of the offer determines coupon returns. Ptr Ink 145:109-10 O 18 '28

What the coupon brings. il Ptd Salesmanship 48:125-9, 224-32, 329-35, 419-25, 515-23; 49:35-40, 131-6, 229-35, 335-43, 437-43, 525-30; 50:49-55, 151-2+, 261-6+, 339-43, 443-4+, 547-8+; 51:61-2+, 168-70+ O '26-Ap '28

When practical jokers order merchandise for their victims. Ptr Ink 147:68-9 My 30 '29

ADVERTISEMENTS—Coupons—*Continued*

Why assume that the readers won't buy? E. Wolff. Ptr Ink 141:73-4+ D 22 '27

Wording the coupon in mail order advertising. E. T. Gundlach. Adv & Sell 14:21-2+ N 13 '29

### Craftsmanship appeal

Telling the story of the intangibles; Hardman pianos. il Ptr Ink 147:10+ My 16 '29

### Curiosity appeal

Five ways to get attention for your advertisement. H. McJohnston. il Ptr Ink M 16:71+ My '28

In their original packages. R. B. Lockwood. il Ptd Salesmanship 51:155-7 Ap '28

### Design

Fundamentals of advertising design. G: Ethridge. Ptd Salesmanship 52:210-13, 305-8, 414-16+, 515-17; 53:78+, 231-3, 406-8; 54:129-31+ N '28-Mr, My, Jl, O '29

Is freak display killing American copy? English advertising man sees United States losing advertising leadership to Great Britain. F. McVoy. il Ptd Salesmanship 54:157-8+ O '29

### Emotional appeal

Color becomes audible. R. Cole. il Ptr Ink M 16:49-50+ Ja '28

"Merry Christmas"—detestable but profitable. Ptr Ink 142:41-2 Ja 26 '28

Sentiment in gas company advertising. N. B. Terry. Gas Age 62:808-9 D 8 '28

Sentiment? We need more of it in advertising! T. D. Sickles. Ptr Ink 144:25-6+ S 13 '28

### Exhibitions

Art directors' awards go to printing and paper firms at New York exhibit. H. Kerkow. il Ptd Salesmanship 53:308-10 Je '29

Graphic arts exhibit shows return to sanity. H. Kerkow. il Ptd Salesmanship 53:18-20 Mr '29

### Fashion appeal

Advertising that holds the "mauve decade" up to ridicule. W. R. Heath. il Ptr Ink 143:77-8+ My 10 '28

Encouraging the small-and-often idea; Style of the month club. R. Crothers. il Ptr Ink 144:25-6+ Ag 16 '28

How Cluett-Peabody meets a competitive condition. Ptr Ink 145:25-6+ D 13 '28

How Foot Saver shoes balance appeal between style and comfort. H. N. Lape. il Sales Management 18:499-500 Je 8 '29

Sinclair Lewis looks at advertising. Adv & Sell 13:17-18+ My 15 '29

Style is basis of Pioneer Suspender campaign. L. H. Heimerdinger. il Ptr Ink 145:33-4 N 29 '28

What gives style to a style book? L. Leavitt. il Ptd Salesmanship 52:342-3 D '28

What the stylist's magic touch did for one down-and-out product; cotton dress goods. F. Suhr. il Sales Management 19:332-4 Ag 24 '29

### Fear appeal

Chemist, scare my customers! A. R. Maas. il Nation's Business 17:122+ My '29

Picking on the cripples; appealing to anxiety of mothers. C. B. Larrabee. il Ptr Ink 143:17-20 Ap 12 '28

### Folders

Folders that unfold a message. L. Leavitt. il Ptd Salesmanship 53:262+ My '29

Something for the salesman to pass around; miniature folders. il Ptd Salesmanship 52:327 D '28

### Foreign prestige appeal

Craftsmanship across the seas. A. H. Little. Ptr Ink 147:157-8+ Je 27 '29

Do we unconsciously encourage invisible competition by blindly following European style leadership? A. W. Tripp. Ptr Ink 149:93-4+ O 31 '29

Made in Germany; an advertising asset or liability? L. S. Hamaker. Ptr Ink 148:177-8+ Ag 22 '29

Transferring foreign prestige to America. il Ptr Ink 149:10+ O 24 '29

### Foreign themes

Foreign themes in American advertising. H. H. Lank. Ptr Ink M 18:72+ Ja '29

### Government guarantees

Government made an advertiser out of us; Diplomat chicken products. V. D. Skipworth. il Ptr Ink 146:65-6+ Mr 28 '29

### Graphs

Figures never lie—but liars figure. E. P. Hermann. Ptr Ink M 19:45+ N '29

### Guarantees

Advertises a guarantee backed by Lloyds insurance; American cyanamid introduces Konate, a moth-destroying product. T: F. Walsh. il Ptr Ink 147:73-4+ Je 27 '29

### Headlines

Advertising puzzle. Z. W. Carter. il Ptr Ink M 19:38+ Jl '29

Attention vs. attention value. E. T. Gundlach. Adv & Sell 12:62+ Mr 6 '29

Does your copy effect a good take-off? A. L. Ross. il Inland Ptr 83:69-70 My '29

Even you can do it now! indiscriminate use of the "now you, too!" headline. L. G. Sherman. Ptr Ink M 17:81-2 S '28

Finding a front row seat for the headline. W. L. Larned. il Ptr Ink 144:128+ Ag 30 '28

Fundamentals of the headline. Ptr Ink 148:17-20 S 26 '29

Headlines that fuse with the text. W. L. Larned. il Ptr Ink 145:132+ D 6 '28

How to set more effective headlines. J: H. Chambers. Inland Ptr 82:55-6 O '28

I prefer well-set type to second-rate lettering. T: Erwin. il Ptd Salesmanship 51:125-7 Ap '28

Making headlines live wires. W. L. Larned. Ptr Ink 147:114+ Ap 4 '29

Making the headline do its stuff. L. C. Smith. Adv & Sell 11:27+ Je 13 '28

Picture postscripts in the headline. W. L. Larned. il Ptr Ink 143:169-70+ Je 14 '28

Sky-writing headlines are now the style. W. L. Larned. il Ptr Ink 146:84-5+ Ja 24 '29

Thought in the headline's worth ten in the text. A. T. Moore. Ptr Ink 148:41-2+ Jl 25 '29

Try a numerical headline! H. Mazet. il Ptr Ink M 16:50-1+ Je '28

Two-legged headlines. R. B. Lockwood. Ptd Salesmanship 50:350+ D '27

Using the headline or text mortise as a pointer. W. L. Larned. il Ptr Ink 147:133-6 My 30 '29

Why not more headline questions? E. Wolff. Ptr Ink 142:85-7 Ja 26 '28

### Health appeal

Be careful of "flu" in advertising; government and municipal health authorities are censoring copy. Ptr Ink 146:125+ Ja 24 '29

Cremo sales soar to record heights during newspaper drive. T. P. Headen. il Sales Management 19:523+ S 21 '29

Cure for the testimonial; Walker-Gordon acidophilus milk. A. H. Little. il Ptr Ink M 19:38+ Ag '29

Expanding the market with an old product in new form; Milnesia wafers. C: G. Muller. il Ptr Ink 147:125-6+ My 30 '29

Florida citrus growers lick over-production with distribution plan; newspaper advertising in selected centers. F. S. Clark. il Sales Management 18:539+ Je 15 '29

How Parke, Davis advertises without losing its ethical standing. C. B. Larrabee. il Ptr Ink 144:105-8+ Ag 9 '28

Job that is facing the food advertiser today. T. A. DeWeese. il Adv & Sell 13:30 Je 12 '29

King of Wall Street smokes a cigarette; satire. L. G. Sherman. Ptr Ink M 19:49+ S '29

VERTISEMENTS—*Continued*

### Historical appeal

ncient lore registers hit in steel market; P. F. McDonald & company. E: Pousland. il Ptd Salesmanship 54:62+ S '29

ampbell's soup tries a little experiment. H: A. Beers, jr. il Ptr Ink 141:10+ N 17 '27

usting off the cobwebs to find fresh copy ideas. R. B. Lockwood. Ptd Salesmanship 51:388-90 Jl '28

very little product has a romance all its own. L. Leavitt. il Ptd Salesmanship 51: 220-2 My '28

ow Hamilton watch uses the historical display. C. W. Drepperd. il Adv & Sell 12:40+ D 26 '28

ocal human-interest advertising features well-known products; Atlanta retailer. il Ptr Ink 143:101-2 Ap 5 '28

ust good-will copy be limited to prestige building? E. Peterson. il Ptr Ink 143:117-18+ Je 21 '28

otes on the preparation of historical booklets. W. Perry. il Ptr Ink M 16:76+ F '28

hat do industrial buyers care about history? O. De Camp. Ptr Ink 142:41-2+ Mr 22 '28

### Human interest appeal

dvertising lesson from Willy and his hydrophobia. F. E. Fiske. Ptr Ink 145:10+ N 15 '28

orrowing a copy idea from the small-town newspaper. il Ptr Ink 148:101-2+ Ag 8 '29

opy slants. R. Tinsman. Ptr Ink 144:108+ Ag 23 '28

ow to build human interest copy. J. J. Tierney. Adv & Sell 14:36 N 13 '29

icholson file co. digs up human interest angles on a drab product. A. L. White. Sales Management 18:248 My 4 '29

ur trade is dignified, but our advertising isn't; physicians, dentists and druggists can be reached through emotions. O. J. Niederhofer. Ptr Ink 144:61-2+ Jl 5 '28

resident bakes a cake; Snow King baking powder company gave its advertising a personality. F: Read. il Ptr Ink 147:132-3+ My 16 '29

utting human interest into technical copy. R. B. Lockwood. il Ptd Salesmanship 52: 453-4+ Ja '29

elling ideas instead of fences; the Wickwire Spencer company. J. C. McGrath. il Ptr Ink 143:41-2+ Ap 5 '28

hipped cream copy. R. Hawks. Ptr Ink 144: 10+ S 20 '28

### Illustrations

*See* Advertisements, Pictorial

### Inserts

etting full value from the tradepaper insert. B. Lewis. il Ptd Salesmanship 54:48 S '29

ndustrial paper inserts that serve a double purpose. R. M. Sievers. Ptd Salesmanship 52:128 O '28

agazine insert. E: W. Robotham. il Ptd Salesmanship 50:431-4 Ja '28

### Keying

o wrong keys warrant free insertions? E. T. Gundlach. Ptr Ink 145:25-6+ O 25 '28

hat we learned about keying industrial advertisements. H. W. Dearing. Ptr Ink 141: 33-4+ N 17 '27

### Language

ealer booklet in eleven languages; Curtis lighting. il Ptd Salesmanship 50:410-11 Ja '28

ncrease in foreign travel makes all-French advertising possible. il Ptr Ink 148:33-4 S 12 '29

oyal uses foreign-language car-cards for curiosity appeal. il Ptr Ink 141:10+ D 15 '27

### Layout

dapting odd shapes to the layout. G. P. Farrar. il Ptr Ink M 18:42-3 F '29

dvertisement divided against itself. W. L. Larned. il Ptr Ink 143:125-6+ Ap 5 '28

Advertisement lay-out and copy-writing. A. J. Watkins. 120p Pitman '28

Advertising layout. F. H. Young. 170p P. Covici, Chicago '28

Advertising to their eyes. C. E. Good. il Ptr Ink M 16:48-9+ My '28

Are your layouts laid-out? S: Whitman. Ptr Ink M 17:38+ D '28

Balance and unity make power. J. L. Frazier. il Inland Ptr 80:961-2 Mr '28

Beech-Nut gets a layout idea from department stores. il Ptr Ink 149:10+ O 31 '29

Cave-man tactics among the layout men. M. Russell. Ptr Ink 143:87-8 My 31 '28

Circumventing the commonplace. J. L. Frazier. Inland Ptr 80:771-9 F '28

Composition—the secret of advertising character. G: Ethridge. il Ptd Salesmanship 52: 210-13 N '28

Contrasting the conventional with modern layouts. H. Kessler. Adv & Sell 12:36+ F 6 '29

Copy change improves quality of sample requests; Sempray Jovenay company. Ptr Ink 143:155-6+ Ap 26 '28

Cutting wooden wedges for handling angular composition. J. H. Rodgers. il diag Inland Ptr 83:106 Ag '29

Don't let advertising rules cramp your style. il Ptr Ink 141:25-6+ D 29 '27

Eye-appeal of compositions based on the circle. W. L. Larned. il Ptr Ink 145:97-100 N 29 '28

Fatigue point: a vital feature of sound advertising composition. J. A. Kiss. il Inland Ptr 83:93-7 S '29

Getting what you pay for out of white space. W. R. Heath. il Ptr Ink M 16:38-9+ Ja '28

Giving the subhead a front row seat in the composition. W. L. Larned. il Ptr Ink 148: 144-5+ S 5 '29

How the modern visualizer conceives his layouts. W. L. Larned. il Ptr Ink 149:112+ O 24 '29

How to produce effective layouts. J: H. Chambers. il Inland Ptr 83:111-12 Ap '29

Importance of advertising layout. D. Gridley. Ptr Ink 144:73-4 Jl 19 '28

Is an advertisement a unit—or a collection of units? H. Kessler. il Ptr Ink M 16:34-5+ Mr '28

Knowing when, where and how to interrupt the illustration. W. L. Larned. il Ptr Ink 143:113-14+ Je 7 '28

Layout in advertising. W. A. Dwiggins. 200p Harper '28; Review, by E. E. Calkins. Adv & Sell 12:25-6 N 28 '28

Layout in advertising. W. A. Dwiggins. Adv & Sell 11:24-5+ Ag 8; 25-6+ Ag 22; 30+ S 5; 30+ S 19 '28

Layout techniques in advertising. R: Surrey. 229p McGraw-Hill '29; Excerpt. Ptr Ink 147: 173-4+ Je 20 '29

Layouts for advertising. J: Dell. 175p Drake '28

Lighting an action fuse in sluggish layouts. il Ptr Ink 144:141-2+ S 6 '28

Making the product itself an attention-director. W. L. Larned. il Ptr Ink 144:125-6+ S 20 '28

Matter of form. K. D. Currie. il Ptd Salesmanship 53:221-3 My '29

Modernism in advertising: what it is, and what it isn't. K. Collins. il Inland Ptr 82: 79-82 D '28

Monopolizing the reader's eye on the newspaper page. W. R. Heath. Ptr Ink M 16: 46-7+ F '28

Newspaper displays profit by the unusual in layout. il Ptr Ink 142:104-5+ Mr 29 '28

Pictures that punctuate; the layer-cake style of composition in which words are cleverly intermingled with drawings. W. L. Larned. il Ptr Ink 148:117-20 Ag 8 '29

Pouring typography into pictorial moulds. W. L. Larned. il Ptr Ink 146:149-50+ Mr 14 '29

Punctuating the copy with pictures. W. L. Larned. il Ptr Ink 143:125+ Ap 26 '28

Rap at advertising convention; Schilling campaign. il Ptr Ink 142:33-4+ Ja 19 '28

Red ball on a field of white; the Japanese flag furnishes an object lesson to advertisers. K. Collins. Ptr Ink 145:77-8+ O 4 '28

**ADVERTISEMENTS**—Layout—*Continued*

To create dominating newspaper display. W. L. Larned. il Ptr Ink M 19:34-5+ O '29

Using the headline or text mortise as a pointer. W. L. Larned. il Ptr Ink 147:133-6 My 30 '29

Using layout and illustration to select the proper audience; Lucerne-in-Maine. Ptr Ink 147:136+ Ap 18 '29

What has happened to modern art in advertising? J. R. McKinney. il Ptr Ink M 19: 38-9+ N '29

*See also* Advertisements—Typography

### Local pride appeal

Campaign of civic advertising by the Union trust company of Cleveland. il Bankers M 118:209+ F '29

Making the home town proud of itself; Servel, inc., newspaper campaign. R. Cole. il Ptr Ink 144:25-6+ S 6 '28

Putting local flavor in national advertising; Vanity Fair silk mills feature certain cities and retailers. C: G. Muller. il Ptr Ink M 15:44+ D '27

Retailer capitalizes on his community's prestige; John David, New York merchant. il Ptr Ink 144:116 Jl 19 '28

### Luxury appeal

Changing times, changing copy. L. C. Smith. Ptr Ink 141:69-70+ D 8 '27

*See also* Advertisements—Quality appeal

### Maps

Giant window display marks pharmacy week; drug map of world. Ptd Salesmanship 54:115 O '29

Jazzing up the map. A. H. Winkler. il Ptd Salesmanship 50:403-6 Ja '28

Maps; their use as a modern advertising device; illustrations. Adv & Sell 10:26a-d D 14 '27

Putting life into maps. W. L. Larned. il Ptr Ink 142:57-8+ Mr 8 '28

Putting the map on the map. T: Russell. il Ptr Ink M 16:87 Ja '28

### Name plates

Advertising book-plates reach a high artistic level. W. L. Larned. il Ptr Ink 147:76+ Ap 11 '29

Giving the name plate added emphasis. W. L. Larned. Ptr Ink 144:113-16 Jl 5 '28

Make your name plate work for you pictorially. W. L. Larned. il Ptr Ink 147:80-1+ My 2 '29

Putting an artist to work on the name plate. W. L. Larned. il Ptr Ink 143:89-90+ Ap 12 '28

### Negative appeal

Entire industry turns to negative advertising. R. T. Hanley. Ptr Ink 141:10+ D 29 '27

Glossing negative illustrations with good humor. W. L. Larned. il Ptr Ink 144:137-40 Ag 9 '28

Is "don't do it" a sound advertising appeal? W. B. Edwards. il Ptr Ink 148:50+ Ag 1 '29

Is this "no sox appeal" good advertising. J. M. Kraus. il Adv & Sell 11:23+ S 19 '28

Proof of the pudding; scare copy applied to industrial advertising. R. S. Rimanoczy. il Adv & Sell 10:40 D 28 '27

*See also* Advertisements—Fear appeal

### News interest

Making industrial advertising interesting. H. M. Hitchcock. Ptr Ink 146:137-8 Ja 10 '29

News hook-ups send Bulova sales to new peaks. E: Hammond. il Sales Management 16:604-5+ D 8 '28

### Numbers

Try a numerical headline! H. Mazet. il Ptr Ink M 16:50-1+ Je '28

### Position

Five factors in effective advertising; appearance date, position, etc. A. H. Little. Ptr Ink M 19:66 Jl '29

### Postal cards

*See* Advertising, Mail—Postal cards

### Price appeal

Price competition in industrial advertising the tendency to talk away from it. H. M Hitchcock. Ptr Ink 142:129-32 Mr 8 '28

This bargain buncombe. T. F. MacManus. Pt Ink 146:85-6+ Mr 21 '29

We use the "unit price" to uncover a profitable hidden market; Belding Hemingway co. A. N. Lincoln. Ptr Ink 143:101-4 Je 28 '2

### Price justification

Best piece of direct mail we ever put out. Pt Ink M 17:72 N '28

Even in Hackensack, New Jersey, our scout uncovers advertising opportunities; B. G. Pratt company. J: C. Fehlandt. Sales Management 16:159-60 O 20 '28

When you raise the price—don't apologize. C. McPherson. Ptd Salesmanship 52:126-7 O '28

Writing copy to overcome price objections. R. B. Lockwood. Ptd Salesmanship 52:62+ S '28

*See also* Advertisements—Quality appeal

### Price quoting

Prices may not be coming down but price figures are. G. P. Farrar. il Ptr Ink M 19:44-5+ Jl '29

Shall we advertise the retail price? Ptr Ink 148:141-2 Ag 1 '29

Study of comparative price advertising. 46p Boston better business bureau, Boston '28

What price means in newspaper advertising. Ptr Ink 147:120 Je 27 '29

What's the price? T. R. Harris. Ptr Ink 148: 10+ Jl 18 '29

When the public gets the notion that your line is expensive; Hamilton watch company. C. W. Drepperd. il Ptr Ink 141:10+ D 1 '27

### Pseudo-science

Pseudo-science in selling. M. Fishbein. Adv & Sell 10:22+ Mr 21 '28

What should we strive for in food advertising? E. V. McCollum. Ptr Ink 145:154+ N 1 '28

### Quality appeal

Advertising has ushered in a more desirable world. R. E. Rogers. Ptr Ink 149:33-4+ O 17 '29; Same cond. Adv & Sell 14:21-2+ O 30 '29

Advertising lifts a product out of the price haggle rut; John Russell cutlery company. L. D. Bement. il Ptr Ink 144:25-6+ S 2 '28

Critical case of the product with "uncritical acceptance"; the Sun oil company. Ptr Ink 143:145-6+ Ap 19 '28

How a Spanish soap made the British market. A. Stote. il Ptd Salesmanship 53:325-7 Je '29

How the canners tackled the price problem. D. E. Libby. map Sales Management 14:971-2+ Je 9 '28

Limited production as a selling feature; Clicquot Club ginger ale. il Sales Management 14:1163+ Je 30 '28

Liquid veneer handles competition with white kid gloves. il Ptr Ink 141:44+ N 2 '27

Luxury advertising is developing its own technique. H: Eckhardt. il Adv & Sell 10: 19-21+ Mr 21 '28

Maker of finished article capitalizes basi product advertising; manufacturer of Yan junior play suits is advertising Pepperel fabrics. O. DeCamp. il Ptr Ink 147:122+ A 11 '29

Teaching the buyer that price is not everything. R. McDaniel. il Inland Ptr 82:115-1 Ja '29

Telling the world about the home town market; Miller rubber company. Ptr Ink 144:9 S 27 '28

When advertised claims sound too good to b true; business-paper campaign on Hornac O. DeCamp. Ptr Ink 144:58+ Ag 30 '28

VERTISEMENTS—*Continued*

### Repetition

Building a national campaign on a single advertisement. C. J. deGoveia. Ptr Ink M 19:80 S '29
Dangers of variety. F. Finney. Adv & Sell 10:22+ N 16 '27
Say it, say it again! P: E. Spane. il Adv & Sell 11:24+ O 31 '28

### Road guides

How Mohawk sells tires by selling safe touring; the story of the Mohawk-Hobbs road guides. J. J. Jones. il Ptd Salesmanship 53: 321-4 Je '29

### Sample offers

Top-of-page position for the sample offer. N. Lewis. il Ptr Ink M 19:62 Jl '29

### Senses appeal

Appealing to the five senses in advertising. R. R. Lockwood. il Ptd Salesmanship 52:360+ D '28

### Series

Finding a new way to tell an old industrial story. C: G. Muller. Ptr Ink 141:138-40 D 22 '27

### Signatures

Ghost writers give way to authors whose names mean something. il Ptd Salesmanship 51:260-2+ My '28
When to use the personal signature in business-paper advertising. R. Cole. il Ptr Ink M 18:36-7+ Mr '29

### Size

Engineer advises big space. C. F. Stoltz. Ptr Ink 149:92 O 10 '29
Is this an era of large space advertisers? R: Young. Adv & Sell 12:40 Ap 3 '29
Large space wins a battle in large space-small space war. Ptr Ink 142:36 F 9 '28
*See also* Advertisements, Small space

### Testimonials

Advertising a product with lost identity; Durez. H. S. Spencer. il Ptr Ink 144:17-19 Ag 2 '28
All that I am I owe to (name your own product). C. B. Larrabee. Ptr Ink 142:17-20+ Ja 26 '28
A.N.A. declares against paid testimonial advertising. Ptr Ink 147:73-4+ Je 6 '29
Blame the intermediary for the tainted testimonial. C. T. Southwick. Ptr Ink 147:128 Ap 18 '29
Bought and paid for. E. E. Calkins. Adv & Sell 11:20 Ag '28
Cannon's step-by-step advertising career. A. E. Haase. il Ptr Ink M 17:29-30+ Ag '28
Common people think asseveration is applesauce. W. Meyer. Adv & Sell 10:22+ D 14 '27
Customers are supplying the copy for new Cantilever campaign. il Ptr Ink 146:163-4+ Mr 21 '29
Do paid testimonials pay? F: C. Kendall. Mag of Business 55:537-8 My '29
Does advertising need a new code of practice? Adv & Sell 12:19-20+ Mr 6 '29
Eminent scientists say and our own conclusive tests prove. C. B. Larrabee. Ptr Ink 142:65-6+ F 2 '28
Englishman's reaction to American advertising. G. Russell. Sales Management 15:136+ Jl 21 '28
Fact vs. fiction in testimonial advertising. G: R. Marek. Adv & Sell 11:38+ Ag 22 '28
Finger-tip testimonial file—and how to operate it. C. McPherson. il Ptd Salesmanship 53: 505-7+ Ag '29
Four A's takes a stand on testimonials. Ptr Ink 148:144 Jl 18 '29
Getting the testimonial a reading. il Ptr Ink M 16:88 F '28
Ghost comes into his own in testimonial advertising; satire. H. G. Weekes. Adv & Sell 10:23 Mr 7 '28
Hollister treatment for testimonialcocci. H: L. Staples. Adv & Sell 12:24+ Mr 6 '29
How industrial advertisers use testimonials. R. B. Lockwood. il Ptr Ink 147:121-2+ My 9 '29
Is the tainted testimonial increasing advertising costs? G. L. Sumner. Adv & Sell 13: 23-4+ My 29 '29
It may be legal, but it isn't wise. Ptr Ink 143:106 My 17 '28
Ivory goes to salespeople for testimonials. Adv & Sell 12:108 D 12 '28
Kellogg finds a new role for Will Rogers. A. R. Barkley. il Sales Management 14: 150+ Ja 21 '28
Let's have a set of rules for our testimonial industry. J. Thurber. Mag of Business 55: 538 My '29
Lucky Strikes save the Florida's crew. E. E. Calkins. Adv & Sell 12:18 F 6 '29
Making the most of the testimonial letter. C. McPherson. Ptd Salesmanship 52:225-8 N '28
National better business bureau issues report on purchased testimonials. E: L. Greene. Adv & Sell 12:38+ Ap 17 '29; Same. Ptr Ink 147:25-6+ Ap 18 '29
98 per cent of advertisers oppose paid testimonial, survey shows. Sales Management 17:628 Mr 16 '29
Our dealers furnish us with copy angles. D. Masson. Ptr Ink 145:120-1+ D 20 '28
Our good friends tell us. L. G. Sherman. Ptr Ink 141:17-19 N 24 '27
Paid testimonial is taking the cure. H. S. Gardner. il Adv & Sell 12:17-18+ Ap 17 '29
Paid testimonials denounced in Better business bureau survey. Adv & Sell 12:20+ Mr 20 '29
Personalities and the public; some aspects of testimonial advertising. S. Resor. Adv & Sell 12:27+ Ap 17 '29; Same. Ptr Ink 147: 145+ Ap 11 '29; Same. Sales Management 18:74+ Ap 13 '29
Publisher's attitude toward testimonial censorship. Adv & Sell 12:32+ Mr 20 '29
Reality or imagination in testimonial copy? B. A. Grimes. il Ptr Ink 143:77-8+ Ap 12 '28
Seven kinds of testimonials that readers respect. H. L. Bird. il Ptd Salesmanship 53: 111-13 Ap '29
Sinclair Lewis looks at advertising. Adv & Sell 13:17-18+ My 15 '29
Smith Brothers to wage war on theater cough. il Ptr Ink 145:10+ N 29 '28
Some favorable testimony for testimonial copy. B. A. Grimes. Ptr Ink 142:10+ F 23 '28
Tainted testimonial. A. W. Erickson. Ptr Ink 146:3-4 Mr 7 '29
Testimonial— a productive business paper copy angle. C. B. Larrabee. il Ptr Ink M 18:43-4+ My '29
Testimonial advertising. G: S. Fowler; G. L. Sumner. Sales Management 18:448+ Je 1 '29
Testimonial portfolios. il Ptd Salesmanship 50:317-20+ D '27
Testimonialcocci. Adv & Sell 12:42+ Mr 20; 104 Ap 3; 13:44 My 15 '29
There are several kinds of testimonial advertising. Ptr Ink 149:174+ O 3 '29; Discussion. A. J. Cramp. 149:74 N 7 '29
What kind of testimonials appeal to farmers? R. Cole. il Ptr Ink M 17:36-7+ S '28
What the advertising industry thinks of purchased testimonials. Ptr Ink 146:148-9 Mr 21 '29
What the consumer thinks of the modern testimonial. R. Dickinson. Ptr Ink 146:17-20 Mr 28 '29
When is the testimonial tainted? R. Rubicam. Ptr Ink 146:17-20 Mr 14 '29
Who believes testimonials? We all do. A. E. Little. il Ptr Ink 143:69-70+ Ap 5 '28
Who is going to clean up this testimonial mess? O. C. Harn. Ptr Ink 146:3-4+ Mr 21 '29
Why industrial advertisers feature installations. N. Lewis. il Ptr Ink 149:156+ N 7 '29
Will the testimonial rumpus affect industrial advertising? J. White. Sales Management 19:153+ Jl 27 '29

## ADVERTISEMENTS—*Continued*

### Testing

Advertising has some foot rules. D. D. Jones. il Nation's Business 17:55-6+ S '29

Advertising puzzle. Z. W. Carter. il Ptr Ink M 19:38+ Jl '29

Can you tell which of these pulled best? il Sales Management 18:392-4, 558 My 25, Je 15 '29

Do copy tests tell the truth? R. R. Morgan; J. R. Weddell. Ptr Ink 146:100-1+ F 14 '29

Don't argue—call on the research department. D. E. Robinson. Ptr Ink 141:33-4+ D 1 '27

How Larvex tests its copy a year ahead. R. Cole. il Ptr Ink 143:61-2+ My 24 '28

How shall we test advertisements? A. Cobb, jr. il Adv & Sell 12:22+ N 28 '28

How to test copy. Ptr Ink 144:89-90 S 6 '28

How to use test copy to forecast results. M. Enelow. Ptr Ink 147:84 Je 6 '29

How to use the laboratory method of testing advertisements. D. E. Robinson. Ptr Ink 145:25-6+ N 29 '28

Let's stop guessing about advertisements. S. H. Giellerup. Ptr Ink 145:165-6+ N 1 '28; Excerpt. Adv & Sell 11:27+ O 31 '28

Master advertiser tells how to get results. C. Byoir. il Forbes 20:9-11+ N 15 '27

Some opinions on the value of copy tests. Ptr Ink 146:97-100 F 28 '29

Test copy on results, not on opinions. B. Lichtenberg. Ptr Ink 145:128-9+ N 8 '28

Test copy? You can't test art. E. Wolff. Ptr Ink 146:41-2+ Mr 14 '29

What do your customers think of you? what one investment house learned from its customers. R. E. Ross. Bankers M 119:524-5+ O '29

*See also* Advertisements, Pictorial—Testing

### Time saving appeal

Clock face plays a timely part in advertising. W. L. Larned. il Ptr Ink 144:77-80 S 27 '28

### Typography

Acrobatic advertising. C. C. Hopkins. Adv & Sell 12:22+ F 6 '29

Advertising may be modern—and still be readable. D. C. McMurtrie. Ptd Salesmanship 52:129-31 O '28

Advertising production methods. A. W. Dippy. Inland Ptr 83:98 Ap '29

All-type newspaper advertisements are not "just type." W. L. Larned. Ptr Ink 141:125-6+ N 17 '27

American experiments in modern typography. J. M. Bowles. il Ptd Salesmanship 50:397-400+ Ja '28

Ancient, medieval and modern. G. P. Farrar. il Ptr Ink M 19:44-5+ S '29

Be yourself applies to typography, too. R. B. Umberger. Ptr Ink 148:36 S 12 '29

Building beauty into the booklet type page. G: Ethridge. il Ptd Salesmanship 53:78+ Mr '29

Can we get results from eye-straining typography? D. C. McMurtrie. Ptd Salesmanship 52:219-22 N '28

Cheltenham wins in popularity test. W. H. Butler. Ptd Salesmanship 53:429, 431 Jl '29

Danger of modernism in business typography; friendly types help make advertising dollars pay. L. Douglas. il Nation's Business 16:34-6+ Ap '28

Deep night of type faces. G. P. Farrar. il Ptr Ink M 18:46-7 My '29

Development of advertising typography in the public schools. A. Levitas. il Inland Ptr 81:61-2 S '28

Do type faces make any difference to the Sweeneys? E. G. Fulton. il Inland Ptr 81:73-5 Je '28

Economical, distinctive typography. G. P. Farrar. Ptr Ink M 16:47+ Ja '28

Economical setting of angled advertising. H. A. Lesser. il Inland Ptr 82:101-2 F '29

Fatigue point; a vital feature of sound advertising composition. J. A. Kiss. il Inland Ptr 83:93-7 S '29

Fiddling in typography. G. P. Farrar. F Ink M 16:43+ Ap '28

Futura, erbar, and kabel. V. Pavey. il A & Sell 13:26-7 My 29 '29

Good-by, Gothic? L: C. Gandy. Ptr Ink M 1 74+ Mr '29; Discussion. S: E. Lesser. 18:74 My '29

How to be happy though modern. E: Sterry. Ptd Salesmanship 51:409 Jl '28

How type can be used to dramatize the me sage. A. Schiller. il Ptd Salesmanship 5 523-4+ Ag '28

Imitation modernism. J. M. Bowles. il P Salesmanship 51:204-7 My '28

Instructing the printer about type. Ptr In 141:180+ N 10 '27

Is black type less readable? G. P. Farra Ptr Ink M 15:47+ D '27

Layout in advertising. W. A. Dwiggins. Ad & Sell 11:24-5+ Ag 8; 25-6+ Ag 22; 30- S 5; 30+ S 19 '28

May I disagree with the Harvard award f typography? A. Schiller. il Ptd Salesman ship 53:123+ Ap '29

Modern typography will survive. G. P. Farra il Ptr Ink M 19:38-9+ O '29

Modernism in advertising: what it is, an what it isn't. K. Collins. il Inland Ptr 8 79-82 D '28

Modernistic modes in Montana. K. J. Kast ner. Ptr Ink 147:148+ Ap 4 '29

Must type, like a juggler, convince through it tricks? G: French. il Inland Ptr 82:60-2 '28

My reaction to present type vogues. F: W Goudy. il Ptd Salesmanship 54:111-14 O '29

Neat but not Goudy. K. D. Currie. il Pt Salesmanship 51:13-16 Mr '28

New freedom in type position is the typog rapher's opportunity. J. A. Kiss. il Inlan Ptr 84:61-4 O '29

Newspaper page crashes the advertising sec tion. H. G. Weekes. il Adv & Sell 10:26- Mr 21 '28

Parade of the leaden soldiers. B. C. Pitts ford. il Inland Ptr 84:62-3 N '29

Planning the all-type advertisement. A. Schil ler. Ptd Salesmanship 51:424, 426-7 Jl '2

Pouring typography into pictorial moulds. W L. Larned. il Ptr Ink 146:149-50+ Mr 14 '2

Rap at advertising convention; Schilling cam paign. il Ptr Ink 142:33-4+ Ja 19 '28

Red ball on a field of white; the Japanes flag furnishes an object lesson to adver tisers. K. Collins. Ptr Ink 145:77-8+ O 4 '

Review of newspapers and advertisement J. L. Frazier. Published in monthly num bers of Inland printer

Sans serif—sans charm—sans everything! D. Currie. il Ptd Salesmanship 53:21-3 M '29

Securing simplicity in typography. K. D. Cur rie. il Ptd Salesmanship 15:17-20 S '28

Selecting the right type for your advertisin D. C. McMurtrie. il Ptd Salesmanship 5 524-6 F '29

Should newspaper advertisers buy type face or have exclusive use of certain faces? N. Everett. Inland Ptr 83:110 Ag '29

Small, mighty and modern. G. P. Farrar. Ptr Ink M 19:46-7 N '29

Some inconsistent uses of type. il Ptd Sales manship 50:321-2+ D '27

Space, spacing and spaces. G. P. Farrar. Ptr Ink M 19:42-3+ Ag '29

Stodgy appearance out of place in financi copy. Ptr Ink 141:104 N 10 '27

This modern style—if any. W. D. Teague. Adv & Sell 10:23-4+ Ap 4 '28

Type faces, with which we "prove it wi proofs" in typography for advertisement 540p F. N. Phillips, inc., New York '29

Type has become a dominant part of the a vertising picture. J. A. Kiss. il Inland P 83:49-52 Jl '29

Typographic scoreboard. Inland Ptr 83:60 '29 [continued monthly]

Typography of newspaper advertisements. Meynell. 240p Stokes '29

What do you mean—you can't see the diffe ence? G. P. Farrar. il Ptr Ink M 18:40-1- Je '29

## DVERTISEMENTS—Typography—*Continued*

What's next in type favorites? G. P. Farrar. il Ptr Ink M 18:36-7 Ja '29
When good faces get together. K. D. Currie. il Ptd Salesmanship 53:502-4 Ag '29
White margins have more attention value than big type. B. Dean. Inland Ptr 82:52 Ja '29
White space versus black space is the advertiser's problem. H. A. Lesser. il Inland Ptr 83:91-2 Ag '29
Why a page for a whisper? J. L. Frazier. Inland Ptr 81:81-2 Ap '28
Why all this craze for Bodoni type? V. Drayne. il Ptr Ink M 15:41+ D '27
Would you send forth a salesman dressed like a clown? C. N. Everett. il Inland Ptr 81:51-5 Ag '28

*See also* Advertisements—Headlines; Advertisements—Layout; Advertisements, Small space; House organs—Typography

### Understatements

Super-truth in advertising. R. Crothers. Ptr Ink M 16:38+ F '28

### Use appeal

Business built by new uses; Wright's bias fold tape. I. N. Davies. il Ptr Ink 146:25-6+ Mr 14 '29
Direct-mail pieces that plus the sale. H. L. Bird. il Ptd Salesmanship 51:309-11 Je '28
Have advertisers a utility complex? D. Masson. Ptr Ink M 18:81 Ap '29
How a merchandising idea was caught on the fly; emergency treatment of theater acoustical problem gives selling inspiration to felt manufacturer. Ptr Ink 147:128 Je 27 '29
Increased advertising helps hold down unit cost; use of vanilla in milk. G: H. Burnett. il Ptr Ink 142:115-16+ Ja 19 '28
Inquiries jumped 50 per cent when Ditto vocationalized direct mail. D. G. Baird. Sales Management 19:569-70 S 28 '29
Multiplying the uses of the one-use product; Hinds cream. R. Cole. il Ptr Ink 147:129-30+ Ap 4 '29
Test campaign gives toothpaste manufacturer his copy theme; the Gilmont products corporation has found the public is interested only in results. il Ptr Ink 148:36 S 26 '29
This campaign aims to pull a sheet over tradition; Pequot newspaper campaign. il Ptr Ink 143:105-6 My 10 '28
This new use campaign leads to supplementary products; adding five new products to Horton line. B. A. Grimes. il Ptr Ink 147:154+ Je 20 '29
Use discretion in suggesting new uses. Ptr Ink 142:187-8 F 2 '28
Utility never sold the farmer his Sunday necktie. I. M. Shafrin. Ptr Ink 148:94+ S 5 '29
When North Newry, Maine, goes shopping. L: M. Cottin. Ptr Ink 148:144+ Ag 22 '29

## DVERTISEMENTS, Classified

Mail program that tripled our classified space. H. K. Goodall. Ptd Salesmanship 53:311-13 Je '29
Million and a half business from classified advertising; Tierney diners. C. A. Dann. il Sales Management 15:649+ S 22 '28
Out in the open. H. W. Dickinson. Ptr Ink 148:10+ S 5 '29

### Want ads

Help-wanted advertising as an indicator of the demand for labor. A. Bezanson. 104p Univ. of Pennsylvania press, Philadelphia '29
Lowly want ad gains its place in the sun. J. J. Marx. Adv & Sell 11:24 My 30 '28

## DVERTISEMENTS, Humorous

Declaring independence—with a dash of humor; Loose-Wiles advertising. A. H. Little. il Ptr Ink M 19:47+ O '29
Don't overload that blunderbuss of humor. I. M. Shafrin. Ptr Ink 145:41-2 N 1 '28
Educating the public to appreciate personal service; Bungalow stores company of Boise, Idaho. N. Bernard. il Ptd Salesmanship 51:223-4 My '28
Glossing negative illustrations with good humor. W. L. Larned. il Ptr Ink 144:137-40 Ag 9 '28
How Melachrino remains happy though fifty. il Ptr Ink 148:10+ Jl 25 '29
Humanizing sales through humor; the story of Armand. C. Weeks. il Ptr Ink M 16:47-8+ Ap '28
Humor makes a modest campaign a success; Big Tree motor fuel. O. DeCamp. il Ptr Ink 145:49-50+ D 20 '28
Institutional campaign built on humor; Wild's linoleum. R. Cole. il Ptr Ink 141:92-3+ D 1 '27
It's not a far cry from a laugh to a sale. H. Chandler. il Ptr Ink 142:95-6+ Mr 29 '28
Let George do it. il Adv & Sell 10:30+ D 28 '27
Let's borrow the Flit blunderbuss of humor. H. W. Dickinson. il Ptr Ink 145:10, 12 O 11 '28
Lighter side of British advertising. B. Lewis. il Ptd Salesmanship 51:152-3 Ap '28
Mailing pieces that quadrupled an English firm's business. G: French. il Inland Ptr 83:52-4 My '29
Money rolls in from the boys when they grin; newspaper campaign for Tom Moore cigars. M. S. Charlton. il Ptr Ink 144:10+ Ag 2 '28
Need industrial advertising wear a long face? H. Kerkow. Sales Management 14:760+ My 12 '28
Personified cows liven up newspaper series for Kow Kandy. il Ptr Ink 145:137-8 O 4 '28
Rogers Peet turns disadvantages to account. A. C. M. Azoy, jr. il Ptr Ink M 18:120+ Mr '29
Saying it with flour—and chuckles. O. De Camp. il Ptr Ink 142:33-4+ Ja 5 '28
Seattle retailer turns columnist. Ptr Ink 141:208+ N 10 '27
Smith brothers cash in on Old Gold's cough. il Ptr Ink 142:33-4 Mr 29 '28
Tickling South Africa's palate with humorous advertising. E: Burnett. il Ptr Ink M 19:154+ N '29
Why bald headed men read about hair-clippers. E: T. Tomney. Ptr Ink 146:142+ Ja 24 '29
Why we cut our mailing list two-thirds; York heating and ventilating corporation. T. Lewis. Ptr Ink 147:65-6+ Ap 11 '29

## ADVERTISEMENTS, Pictorial

Adapting odd shapes to the layout. G. P. Farrar. il Ptr Ink M 18:42-3 F '29
Advertising illustration in England. G. Aymar. il Adv & Sell 12:20+ Ap 3 '29
Art sparks; a plea for more of the dynamic type of illustration. W. L. Larned. il Ptr Ink 148:106+ Ag 1 '29
Aviation brings a new art to a new field; a plea to advertisers to exercise a rigorous censorship on air subjects. W. L. Townsend. il Ptr Ink M 17:40-1+ D '28
Beauty and smashing motion in oil advertising. G: R. Elliott. il Pet Age 21:40-1 Ap 1 '28
Choosing a pictorial atmosphere for the entire campaign. W. L. Larned. il Ptr Ink 148:101-2+ Jl 25 '29
Color becomes audible. R. Cole. il Ptr Ink M 16:49-50+ Ja '28
Craftsmanship in advertising art. R. Clarke. Ptr Ink 146:100+ Mr 14 '29
Decorative inspiration in modern illustrations. W. L. Larned. il Ptr Ink 144:133-4+ S 13 '28
Display advertising—and how! B. Lewis. il Ptd Salesmanship 52:529-32 F '29
Drab products need not have drab illustrations; catalog of the Simmons company. J. Storey. il Ptd Salesmanship 52:231-2 N '28
Dramatized advertising. B. Crowell. il Sales Management 13:942+ N 26 '27
Drawings for advertisements, book illustrations, etc. W. R. M. Foster. 148p A. & C. Black, ltd., London; Macmillan, N.Y. '28
Editing the advertising picture. W. L. Larned. il Ptr Ink 146:173+ Ja 17 '29
Effective economies in preparation costs. W. H. Morgan. Adv & Sell 10:32+ D 28 '27

## ADVERTISEMENTS, Pictorial—*Continued*

Finding new ways to illustrate the industrial product. W. L. Larned. il Ptr Ink 142:112+ Ja 5 '28

Giving the illustration an impression of speed. W. L. Larned. il Ptr Ink 147:140-1+ Je 6 '29

Giving the quality product a quality background. L. S. Powers. il Ptd Salesmanship 51:225-7 My '28

Has the public an imagination? W. E. Underwood. il Ptr Ink M 16:33-4 Ja '28

Have pretty faces and shapely figures lost their advertising usefulness? J: L. Scott. il Ptd Salesmanship 50:303-6 D '27

Have you tried the tabloid technique? W. L. Larned. il Ptr Ink 145:149-50+ D 13 '28

Illustrating the family of products without confusion. il Ptr Ink 142:152+ Ja 12 '28

Illustrating the technical product. R. B. Lockwood. il Ptd Salesmanship 50:535-6+ F '28

Illustration and its job. Ptr Ink 149:49-50+ O 3 '29

Illustrations that X-ray the product. W. L. Larned. il Ptr Ink 148:137-8+ Ag 15 '29

Illustrations which return to the age of picture-language. W. L. Larned. il Ptr Ink 141:166+ D 8 '27

In their original packages. R. B. Lockwood. il Ptd Salesmanship 51:155-7 Ap '28

Indirect approach gives the artist new themes. W. L. Larned. il Ptr Ink 147:148+ Ap 25 '29

Innovations of the look-down view. W. L. Larned. il Ptr Ink 149:105-6+ O 10 '29

Installation pictures can be a handicap; Heywood-Wakefield new theater seating campaign. il Ptr Ink 144:101-2+ Ag 2 '28

Introduction to advertising illustration. G. C. Aymar. 236p Harper '29

Isn't it all a question of understandability? G. L. Sumner. il Adv & Sell 11:21-2+ Je 27 '28

Jolt pictures make strong appeal. W. L. Larned. il Ptr Ink 148:152+ S 26 '29

Keep the industrial advertising picture simile simple. W. L. Larned. il Ptr Ink 148:125-6+ Ag 22 '29

Kindling the prospect's imagination; current campaign of Associated tile manufacturers. R. Cole. il Ptr Ink 147:92-3 My 23 '29

Knowing when, where and how to interrupt the illustration. W. L. Larned. il Ptr Ink 143:113-14+ Je 7 '28

Lighting an action fuse in sluggish layouts. il Ptr Ink 144:141-2+ S 6 '28

Little pictorial refinements that lend atmosphere to the campaign. il Ptr Ink 145:145-6+ O 25 '28

Making black and white do a color job. R. B. Lockwood. il Ptd Salesmanship 54:181-2+ O '29

Making the product illustrate itself. W. L. Larned. il Ptr Ink 146:141-4 Mr 7 '29

Making the product itself an attention-director. W. L. Larned. il Ptr Ink 144:125-6+ S 20 '28

Mr Wortsmann asks a hard one: "Are pictures of attractive looking girls the best medium to attract the attention of housewives?" Ptr Ink 143:120+ Ap 5 '28

Moving story is told with pictures; an optometrist's new location. il Ptr Ink 148:81+ Jl 4 '29

Newspaper page crashes the advertising section. H. G. Weekes. il Adv & Sell 10:26-7 Mr 21 '28

Only a blacksmith's beautiful daughter; but sometimes the theme notes of La Belle Ferroniere's anvil chorus sound forth in advertising conference. J. V. Leary. Ptr Ink 146: 10+ Mr 21 '29

Perspective—powerful in advertising illustration. H. Blauvelt. il Ptr Ink M 16:38-9+ Ap '28

Pictographs, petroglyphs, pictures—and advertising. J. R. Weddell. il Ptr Ink M 17: 33-4+ N '28

Pictorial expedients that give an O. Henry touch. W. L. Larned. il Ptr Ink 146:152+ Mr 21 '29

Pictorial publicity for the projected product R. W. T. Ricker. il Ptr Ink M 16:138 F '2

Pictorially speaking; give the artist his head- and maybe he'll use it. L. Mackall. il Pt Ink M 18:43-4+ Ja '29

Picture postscripts in the headline. W. L Larned. il Ptr Ink 143:169-70+ Je 14 '28

Picture-tests make convincing illustrations W. L. Larned. il Ptr Ink 143:105-6+ My 31 '28

Pictures in industrial advertising. H. M Hitchcock. il Ptr Ink M 15:53-4+ D '27

Pictures that exaggerate seldom convince. W. L. Townsend. Ptr Ink M 18:80+ Mr '29

Pictures vs. art. H. Powel, jr. Adv & Sell 10:26 Ja 25 '28

Picturing the product dramatically. il Ptr Ink 145:124+ D 27 '28

Punctuating the copy with pictures. W. L. Larned. il Ptr Ink 143:125+ Ap 26 '28

Put your backgrounds and borders to work. W. L. Larned. il Ptr Ink 146:125+ Ja 31 '29

Red ball on a field of white; the Japanese flag furnishes an object lesson to advertisers. K. Collins. Ptr Ink 145:77-8+ O 4 '28

Securing variety by the use of simile pictures. W. L. Larned. il Ptr Ink 144:150+ Jl 26 '28

Selling the country buyer with country copy; Radio corporation. R. Cole. il Ptr Ink 142: 80+ Mr 29 '28

Setting the layout stage with the product itself as a back drop. il Ptr Ink 145:172+ O 11 '28

Seventh annual of advertising art. 136p Book service company, New York '28

Sherry uses candies to form an advertising design. il Ptr Ink M 17:78 N '28

Showing the product from new angles. il Ptr Ink 141:155-6+ D 15 '27

To zigzag or not to zigzag? F: Lewis; J. M. Bowles. Adv & Sell 11:21-2+ Jl 11 '28

What sort of English shall we use in our copy? No copy at all? C. L. Marcus. il Ptr Ink 143:137-8+ My 24 '28

Where's that Chinaman's picture? R. T. Colwell. Ptr Ink M 18:56 F '29

*See also* Advertising agencies—Art directors; Advertising characters; Broadsides (advertisements); Color in advertising; Photography, Commercial; Posters; Trade marks

### Booklet illustrations

What the coupon brings; reproducing the booklet in the advertising. il Ptd Salesmanship 50:443-4+ Ja '28

### Cartoons

Cartoon copy shows up food faddist propaganda. il Ptr Ink 146:57-8 Mr 21 '29

Glossing negative illustrations with good humor. W. L. Larned. il Ptr Ink 144:137-4 Ag 9 '28

Hyatt's cartoons tell a definite selling story H. M. Carroll. Ptr Ink 143:10+ Ap 12 '2

Newspapers object to cartoons in advertising Ptr Ink 142:10+ Mr 1 '28

Using cartoons to stress scientific points. Ptr Ink M 17:110 D '28

Why Pillsbury uses the glorified cartoon t sell pancake flour. G: W. French. il Pt Salesmanship 53:336 Je '29

### Competitions

Why speculative art in advertising? H. Baker. Ptr Ink M 17:61-2 S '28

### Exhibitions

Art directors' exhibition; medal awards. Ad & Sell 13:23-32 My 15 '29

Award winners in New York art directo exhibit. Ptr Ink 143:106 My 10 '28

### Factory pictures

Factory picture tells an interesting story. Ayers, jr. Ptr Ink M 17:100+ D '28

### Hands

Putting hands to work in the illustration. Ptr Ink 144:61-2+ Ag 16 '28

## ADVERTISEMENTS, Pictorial—*Continued*

### Maps

Putting life into maps. W. L. Larned. il Ptr Ink 142:57-8+ Mr 8 '28

Use of maps in advertising. Ptr Ink M 18:144+ Ja '29

### Modernism

But does it sell goods? Vogue for modern art in advertising. G. L. Sumner. Adv & Sell 11:19-20+ My 30 '28; Discussion. P. Hollister. 11:19-20+ Je 13 '28

If we're going to be modern. C. B. Larrabee. il Ptr Ink M 16:34-5+ F '28

Is the modernistic appeal dangerous? B. Musser. il Ptr Ink M 17:40-1+ O '28

Is the small town ready for modernistic advertising? V. R. Blackledge. Ptr Ink 146:133-5 F 21 '29

Modern art vs. scrambled art. J. R. McKinney. Ptr Ink M 16:88 Mr '28

Modern vs. modernist art. S. Campbell. il Ptr Ink M 17:34-5+ D '28

Modernism in advertising: what it is, and what it isn't. K. Collins. il Inland Ptr 82:79-82 D '28

Modernistic modes in Montana. K. J. Kastner. Ptr Ink 147:148+ Ap 4 '29

Present trends in advertising art. P. Johnson. il Ptr Ink M 18:33+ Je '29

Pros and cons: Sumner-Hollister debate on "modern" art in advertising. Adv & Sell 11:30+ Je 27 '28

Sane use of modern art in advertising. P. Johnson. il Adv & Sell 14:17-19 O 30 '29

Statistical glass applied to modernism. D. Gridley. il Ptr Ink M 17:44-6+ D '28

There is no modern art in American advertising. B. Rowe. il Ptr Ink M 18:47-9+ F '29

Use of modern art in pictorial advertising. R. C. Dreher. Spectator 123:29-30 O 10 '29

What has happened to advertising art? T: Erwin. il Ptr Ink M 16:37+ Je '28

What has happened to modern art in advertising? J. R. McKinney. il Ptr Ink M 19:38-9+ N '29

Where is modernism going? I. A. Hirschmann. il Adv & Sell 11:23+ O 3 '28

With pictures and color in the modern mode. il Ptd Salesmanship 50:310-12 D '27

### Photographs

Business looks to the camera. G: Harris. il Nation's Business 16:24-7 Ja '28

Camera plays a few tricks. W. L. Larned. il Ptr Ink 146:128-9+ F 28 '29

Caterpillar tractor sells skeptical buyers with pictures. G: C. McNutt. il Sales Management 18:16-17+ Ap 6 '29

Ensemble product pictures can be composed artistically. W. L. Larned. il Ptr Ink 148:137-8+ S 12 '29

Giving the still life a modern touch. T: F. Walsh. il Ptr Ink M 17:50-1+ Ag '28

Illustrative photography in advertising. L. A. Williams. 96p Camera craft pub. co., San Francisco '29

Let the decorative designer turn your product into a pattern. W. L. Larned. il Ptr Ink 146:149-50+ F 21 '29

Localized advertising is backbone of photographers' prosperity drive. E. H. Shanks. il Ptd Salesmanship 52:214-16 N '28

Making picture patterns of the commonplace. il Ptr Ink 144:120+ Jl 19 '28

Making the photograph with the proper accessories. W. Perry. il Ptr Ink M 16:46-7+ My '28

Merchandising with a camera; Johns-Manville booklet. L. Mackall. il Ptr Ink M 19:120+ N '29

Movie layout for that hard-to-tell sales story. L. Leavitt. il Ptd Salesmanship 52:260+ N '28

Photographing the appetite appeal. W: C. Duncan. il Ptd Salesmanship 51:391-3 Jl '28

Picture letters tell the story. S. R. Hall. il Ptd Salesmanship 51:474-5 Ag '28

Selling industry with photographs. S. Campbell. il Ptr Ink M 19:46+ Ag '29

Simple art ideas that make ordinary photographs unusual. W. L. Larned. il Ptr Ink 147:88-9+ My 16 '29

Style and color reach the coffee pot; beautiful designs of Royal-Rochester table ware. R. Cole. il Ptr Ink M 17:41-2+ Ag '28

Tailoring the photograph to produce unusual results. T: F. Walsh. Ptr Ink M 17:42-3+ Jl '28

Ultra mode in photography. A. Gerlach. il Ptd Salesmanship 50:428-30+ Ja '28

When the camera goes modern. W. L. Larned. il Ptr Ink 148:52+ Ag 29 '29

When the camera proves your talking point. W. L. Larned. il Ptr Ink 145:93-4+ N 8 '28

When the sales manager uses models. E. E. Colwell. il Sales Management 14:447-50 Mr 17 '28

You can use your salesmen as sources for installation pictures. W: E. Kerrish. Ptr Ink M 16:42+ F '28

### Portraits

Portraiture in many art moods. W. L. Larned. il Ptr Ink 149:144+ O 17 '29

### Silhouettes

Silhouette in advertising. Adv & Sell 10:26a-d Ja 11 '28

Variations of the silhouette technique. W. L. Larned. il Ptr Ink 149:166+ N 14 '29

### Statistics

Rotogravure lineage of national advertisers. Sales Management 19:126-7 sec 2 S 21 '29

### Technique

Art mediums for the secondary illustration. W. L. Larned. il Ptr Ink 145:95-6+ D 20 '28

Art of advertising food. M. J. Stegner. il Ptr Ink M 16:36-7+ Ap '28

Art techniques for portraiture. W. L. Larned. il Ptr Ink 143:158+ Je 21 '28

Art techniques that are best for newspaper advertising. W. L. Larned. il Ptr Ink 147:142+ Ap 18 '29

Artistic illustrations from silverprints. W. L. Larned. il Ptr Ink 143:95-6+ My 24 '28

Combining pen-and-ink with halftone illustrations. W. L. Larned. il Ptr Ink 146:148+ Ja 3 '29

Engraving stunts that give variety to the interior scene. L. Leavitt. il Ptd Salesmanship 51:476-8 Ag '28

Focusing the reader's eyes on the product. il Ptr Ink 142:157-8+ F 2 '28

Forced perspective as a means of featuring the product. W. L. Larned. il Ptr Ink 146:57-8+ F 7 '29

Futuristic bug bites business paper advertising. W. R. Heath. il Ptr Ink M 17:38-9+ Ag '28

How to get good results from newspaper halftones. W. L. Larned. Ptr Ink 142:144-5+ Mr 1 '28

Illustration within an illustration. W. L. Larned. il Ptr Ink 143:127-8+ Je 28 '28

Interesting use for rotogravure. il Ptd Salesmanship 54:169+ O '29

Making architecture more interesting with odd techniques. W. L. Larned. il Ptr Ink 149:174+ N 7 '29

Mingling modernistic effects with conventional art techniques. W. L. Larned. il Ptr Ink 147:129-30+ Je 13 '29

New studio styles in the manipulation of masses of solid black. W. R. Heath. il Ptr Ink M 18:46-7+ Ja '29

Playing with shadows. R. B. Lockwood. il Ptd Salesmanship 53:241-2 My '29

Plea for less formality in advertising art techniques. il Ptr Ink 142:106-8+ Ja 26 '28

Portraiture in many art moods. W. L. Larned. il Ptr Ink 149:144+ O 17 '29

Remarkable versatility of pen-and-ink. il Ptr Ink 144:133-4+ Jl 12 '28

Reverse negative idea as a different art technique. W. L. Townsend. il Ptr Ink M 18:48-9 My '29

Securing gray effects in the illustration. W. L. Larned. il Ptr Ink 144:127-8+ Ag 23 '28

**ADVERTISEMENTS, Pictorial—Technique —*Continued***

Securing high-powered concentration through art technique. W. L. Larned. il Ptr Ink 146:108+ F 14 '29
Selecting the technique for the industrial illustration. W. L. Larned. il Ptr Ink 145:168+ O 4 '28
Some possibilities of the coarse-screen halftone. L. Leavitt. il Ptd Salesmanship 51:518-20 F '29
Tailoring color to fit the appropriation. il Sales Management 14:1047-8+ Je 16 '28
Techniques for the miniature illustration. il Ptr Ink 145:72+ N 15 '28
Tooled-out whites improve many illustrations. W. L. Larned. il Ptr Ink 148:136-7+ Jl 18 '29
Using shadows as part of the illustration. J. Storey. il Ptd Salesmanship 51:146-7 Ap '28
Variants of the woodcut technique. W. L. Larned. il Ptr Ink 148:120+ S 19 '29
What can be done with high light half-tones. il Ptd Salesmanship 50:216-17 N '27
What the coupon brings. Ptd Salesmanship 50:443-4+ Ja '28
When to tool out the whites in illustrations. il Ptr Ink 142:144+ Mr 22 '28
When to use full-shade pen and ink. W. L. Larned. il Ptr Ink 147:109-12 Je 27 '29
When to use the crayon art technique. W. L. Larned. il Ptr Ink 148:80-1+ Jl 11 '29
When to use those striking poster blacks. W. L. Larned. il Ptr Ink 148:113-14+ Jl 4 '29
Why some drawings faw down and go boom. L. C. Sossaman. Ptr Ink 147:41-2 Ap 18 '29
Wood-cut and etching techniques in advertising art. H. Blauvelt. Ptr Ink M 17:78+ D '28

**Testing**

Art editor in an iron mask. K. M. Goode. il Adv & Sell 13:19-20 Jl 10 '29
What science teaches about picture attention values. W: Jabnie. Sales Management 15:25-6+ Jl 7 '28

**ADVERTISEMENTS, Small space**

Advertising successes built on small space. N. Lewis. il Ptr Ink 145:140+ O 4 '28
American Radiator creates 150 small space messages. W. Perry. il Ptr Ink M 18:41+ My '29
Monopolizing the reader's eye on the newspaper page. W. R. Heath. il Ptr Ink M 16:46-7+ F '28
Small, mighty and modern. G. P. Farrar. il Ptr Ink M 19:46-7 N '29
Small space. J. A. Fletcher. Adv & Sell 10:30+ D 14 '27
38 years' experience with small-space advertising; J. & J. Cash, inc. F. Goodchild. Ptr Ink 146:57-8+ Ja 10 '29
Why one large newspaper advertiser is using small space; Canadian agent for the Cunard line. il Ptr Ink 148:78+ S 12 '29

**ADVERTISEMENTS, Syndicated**

Sin of syndication; a plea for more custom made advertisements in industrial marketing. W. H. Gardner. il Adv & Sell 12:30+ Ja 9 '29

**ADVERTISERS**

How many national advertisers? Ptr Ink 143:181 Je 14 '28
Newspaper lineage of large national advertisers. Sales Management 14:sup218+ Mr 31 '28

**ADVERTISING**

Acrobatic advertising. C. C. Hopkins. Adv & Sell 12:22+ F 6 '29
Advertisers discuss important subjects at A. N. A. meeting. Sales Management 18:447-8+ Je 1 '29
Advertising. (Reading with a purpose, no. 51). E. E. Calkins. 30p American library assn., Chicago '29
Advertising adventure. H. W. Dickinson. Ptr Ink 145:57-8 N 22 '28
Advertising as a world force. C: C. Younggreen. Adv & Sell 13:25 Ag 21 '29
Advertising as means toward world peace. J: Benson. Sales Management 19:303+ Ag 17 '29
Advertising intoxication. E. Brisacher. Adv & Sell 10:40+ N 30 '27
Advertising more important than salesmen. Ptr Ink 141:128 D 15 '27
Advertising principles. H. E. Agnew and G: B. Hotchkiss. 350p priv ptd Alexander Hamilton inst., New York '27
Advertising principles. D. Starch. 593p Shaw '27
Advertising, printing and art in commerce. J: F. Preston and E. Arch. 301p Chapman & Hall, ltd., London '27
Advertising reaches the crossroads: where do we go from here? K. M. Goode. Adv & Sell 13:17-19+ O 2 '29
Advertising to bring back a process that lost its vogue. B. F. Berfield. il Ptr Ink 144:57-8+ Ag 23 '28
Advertising urged as interpreter of nations' aims and ideals. Ptr Ink 148:69-70+ Ag 15 '29
Annual advertising convention, 5th, Newcastle-on-Tyne. Engineer 147:679-80 Je 21 '29
Are we losing brilliancy in advertising? H. W. Dickinson. il Adv & Sell 11:21+ S 5 '28
Art of advertising. T. Haynes. Manuf Rec 93:77-8 F 16 '28
Be yourself, Mr Advertiser! G. A. Nichols. Ptr Ink 148:3-4+ Ag 15 '29
Better buying means better advertising in the industrial field. H. M. Hitchcock. Ptr Ink 143:97-8+ Je 14 '28
Beware of the advertising dogma. Lord Leverhulme. Ptd Salesmanship 52:37 S '28
Bigger sales for the local marketer through right advertising; Denver Powerine co. C. M. Hower. il Nat Pet N 21:131+ Mr 20 '29
Blame misguided advertising. R. McDaniel. Business 9:21+ N '27
Business principles as applied to advertising; abstracts. F. W. Allen. Adv & Sell 13:34+ O 2 '29; Ptr Ink 149:25-6+ O 10 '29
Business the civilizer. E. E. Calkins. 309p Little, Brown & co., Boston '28
But that's merely a detail! W. H. Snead. Adv & Sell 13:34+ Ag 7 '29
By all means, let's dramatize the truth about advertising. A. E. Mudkins. Ptr Ink M 19:52+ Jl '29
Can we successfully compete in advertising? D. Francisco. Adv & Sell 12:50 D 12 '28
Case of Mr. A. M. M. Macdoris. Adv & Sell 13:22+ Je 12 '29
Certainties of advertising. F. L. Blanchard. Adv & Sell 12:36+ D 12 '28
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Why keep on advertising? E. E. Troxell. Sales Management 14:373+ Mr 3 '28

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Your article is superior—but who knows it? E. Wolff. Ptr Ink 147:3-4+ Je 6 '29

*See also* Advertisements; Advertising agencies and other headings beginning Advertising; Airplanes in advertising; Bank advertising; Business; Catalogs; Church advertising; Color in advertising; Containers; Community advertising; Electric signs; Good will (in business); Government advertising; Harvard advertising awards; House organs; Labels; Library advertising; Mail order business; Merchandizing; Money raising campaigns; Moving pictures in advertising; Municipal advertising; Newspapers—Advertising service; Posters; Press agents; Printing trade—Advertising service; Radio advertising; Sales letters; Show cards; Show windows; Slogans; Television advertising; *also* subdivision Advertising under various subjects, e.g. Automobile industry and trade; Building trades; Business streets; Contractors; Department stores; Electric industries; Electric utilities; Food industry and trade; Grocery trade; Investments; Motor bus lines, Tourist; Office buildings; Products, New; Public utilities; Retail trade; Technical products; Tires, Automobile; Trade marks; Trade names; Travel; Trust companies

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How shall we allocate our catalog page cost? Ptr Ink M 18:112+ My '29

Missionary work should not be charged to advertising. Ptr Ink 147:44 Je 27 '29

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To each product its share of the family expense. A. H. Little. il Ptr Ink M 19:48+ N '29

What charges belong in the advertising account? C. B. Larrabee. Ptr Ink M 16:34-5+ Je '28

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How one newspaper advertises its advertising columns. Ptd Salesmanship 50:416 Ja '28

*See also* Advertising agencies—Advertising

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How advertising agencies react to direct mail. T: D. Bird. Ptd Salesmanship 54:133-6+ O '29

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Age factor in advertising; do people of eighteen buy for the same reasons as those of forty? R: B. Franken and J. D. Weinland. Ptr Ink M 19:65-6+ Ag '29

### Architects, Appeal to

Architect's idea of good advertising. L. I
Kern. Ptr Ink 149:92 O 10 '29

Ask any dealer; Creo-Dipt shingles. C. I
McCuaig. Ptr Ink 141:125-6+ D 1 '27

Don't be afraid to send samples to architect
N. Lewis. Ptr Ink 143:25-6+ Je 28 '28

Getting down to hoss sense in architectura
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Ptr Ink 148:128 Jl 25 '29

Man overbored! I. A. Ryttenberg. Ptr Ink
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*See* Advertising—Finance; Advertising
and bankers

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We didn't ask Jackie Coogan for a testimonial; Dorfan company. J: E. McCrady.
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*See* Advertising—Laws and regulations
Advertising, Fraudulent

### Children, Appeal to

Advertising to children to increase wall pain
sales. il Ptr Ink M 18:81 Je '29

Advertising veteran applies the lessons of 7
years to today; Spool cotton company. J
C. Clark. Ptr Ink M 17:36-7+ D '28

Building the sales message for young people
il Ptd Salesmanship 51:517-18+ Ag '28

Jingle book helps describe varieties of Skookum apples. il Ptr Ink 143:137+ My 31 '28

Once more the child steps in as a merchandising factor; containers in the form
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and Chase & Sanborn. B. F. Berfield.
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Procter & Gamble lend romance to the was
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931-2 N 26 '27

Turning the milk of human kindness int
human interest; Sheffield farms company
O. DeCamp. il Ptr Ink 144:10+ S 27 '28

### Classification

Ask me another! a working plan for filin
and cross-indexing marketing and advertis
ing data for quick reference in agency work
R. K. Leavitt. Ptr Ink M 18:42+ My '29

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Sell the college market—it is wide open. H
C. North. il Sales Management 17:25+ J
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Spangles strikes pay dirt in the college market. H. Dumont. il Sales Management 1
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This advertising medium is easy to sell because it shows results; tabulated inde
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il Inland Ptr 82:83 F '29

### Continuity

Continuity in advertising the basis of C
Cedar profits. D. M. Hubbard. il Ptr In
142:118+ Mr 8 '28

Grandfather among mailing pieces; Keasbe
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19:35+ Ag '29

25 additional reasons why advertising shou
be continuous. Ptr Ink 146:124-5+ Mr 28 '

**DVERTISING**—Continuity—*Continued*

What Wrigley has learned about advertising. Ptr Ink M 18:71-2 F '29

Why advertising should proceed without interruption. Ptr Ink 140:49-50+ Ag 25 '27; Same. Manuf Rec 92:68-9 D 22 '27

Why Canada Dry is a year round seller. P. M. Boggs. Ptr Ink M 16:33+ Mr '28

Why this office building believes in continuous advertising; the General motors building. Ptr Ink 148:91-2 Ag 1 '29

*See also* Advertising appropriations; Seasonal industries—Advertising

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How Tubize preserves identity through remanufacture; cooperation with mills and manufacturers. E. V. Peters. Sales Management 18:593-4+ Je 22 '29

Preserves fabric identity through exclusive outlet policy; Continental mills won cooperation from the cutter-up. C: H. Bowers. il Sales Management 18:341-2 My 18 '29

We got manufacturers to lend us their color plates; Borden's and food manufacturers work together. il Ptr Ink 147:10+ Je 13 '29

*See also* Advertising, Cooperative

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Advertising and under-advertising. R. Dickinson. Ptr Ink 147:85-6+ Je 13 '29

Can standardization reduce advertising costs? H. E. Agnew. Ann Am Acad 137:253-8 My '28

How much does it cost to secure inquiries? A. O. Hurja. Adv & Sell 11:34+ Jl 11 '28

The rule is: do a good job. Ptr Ink 145:133 N 29 '28

*See also* Advertising—Economic aspects

### Dealer cooperation

Advertising gesture. J. B. Powell. Ptr Ink 142:145-6+ Ja 26 '28

American Radiator creates 150 small space messages. W. Perry. il Ptr Ink M 18:41+ My '29

Consumers who fill out coupons—how shall they be sold? a retailer proposes direct mail plan to manufacturers. A. H. Van Voris. Ptr Ink 148:49-50+ Ag 15 '29

Dealers keep this control list of prospects alive; Allis-Chalmers system of following up coupon inquiries. H. G. Hoffman. Ptr Ink 143:89-90+ Ap 19 '28

Direct-mail plan used successfully to sell Stewart trucks; active dealer co-operation. R. G. Hatch. il Ptr Ink M 18:33+ My '29

Dollar's a dollar for a' that. H. R. Baker. Ptr Ink M 16:48 F '28

Getting plus value from your newspaper advertising; Kellogg radios. M. Harlan. Ptr Ink 146:3-4+ Ja 10 '29

Helping salesmen talk consumer acceptance to dealers. G: Biggs. Ptr Ink 145:3-4+ O 25 '28

How Allis-Chalmers visualizes advertising plans for dealers. H. G. Hoffman. Ptr Ink 143:10+ My 31 '28

How Nokol links advertising volume with peak seasons. J: L. Scott. Sales Management 13:921-2+ N 26 '27

Kind of copy retailers want—or the kind manufacturers want them to have? H. G. Davis. il Sales Management 14:301-2+ F 18 '28

Klein Brothers get dealer help by earning it. H. C. North. Sales Management 14:1043-4 Je 16 '28

Making the small dealer a part of public utility campaigns; Westinghouse elec. & mfg. co. E. J. Hegarty. Ptr Ink 147:105-6 My 2 '29

Merchandising advertising—where many advertisers fall down; Sunkist plan book. B. A. Grimes. Ptr Ink 147:157-8+ Je 13 '29

Selling the advertising campaign to dealers piecemeal. Adv & Sell 12:64 D 12 '28

Teaching dealers the value of national advertising; C. F. Church manufacturing company. J: L. Campbell. Ptr Ink 144:3-4+ S 13; 110+ S 20 '28

This manufacturer fights the catalog houses with catalogs; the Clay equipment corporation. A. R. Barkley. il Sales Management 14:367-8+ Mr 3 '28

Three sources of waste in today's advertising. C: A. Bates. il Ptd Salesmanship 51:482-3+ Ag '28

Two rules for multiplying returns from newspaper advertising; Utah oil refining company. R. McDaniel. Sales Management 19:291-2 Ag 17 '29

We find out what our dealers think of our advertising. H. C. Hall. Ptr Ink 142:101-2 Ja 5 '28

Why Alemite tested its dealer plan in forty cities. F. R. Cross. il Ptd Salesmanship 52:521-3 F '29

Will the dealer voluntarily co-operate? C: W. Alexander. Ptr Ink M 18:43-4+ Ap '29

Willys-Overland's year-in and year-out direct-mail program. D. G. Baird. il Sales Management 17:710-12 Mr 30 '29

### Dealer helps

Advertising for dealers that helps them sell related items; Smithson increases sales of blue suits by featuring flannel trousers. il Ptr Ink 147:10+ Je 27 '29

Advertising man discovers advertising's orphan. A. H. Jenkins. Adv & Sell 12:34+ Ja 23 '29

Are the client's salesmen the reason for account switching? E. Whitmore. Sales Management 13:1021-2 D 10 '27

Bargain sale puts over Delco-Light direct mail story; dealers and salesmen pay for service. D. G. Baird. il Sales Management 18:71-2 Ap 13 '29

Bright spot upon the dealer's counter; Bulova watch company's counter portfolio. il Ptd Salesmanship 54:124-5 O '29

Building a complete and co-ordinated sales promotion campaign for dealers; General Electric helping central stations build refrigerator sales. C. B. Larrabee. Ptr Ink 146:69-70+ Mr 14 '29

Can an association design useful dealer helps? Ptr Ink 143:156-7 Ap 12 '28

Capitalizing the Ananias complex. Adv & Sell 12:36 N 28 '28

Coca-cola circus comes to town. J: L. Scott. Ptd Salesmanship 50:207-8 N '27

Coca-cola is making the window display give full value. D. Gridley. il Ptr Ink M 16:46+ Ap '28

Cutting dealer-help costs in two and increasing results; Pacific Coast biscuit company, Seattle. il Ptr Ink 144:10+ Ag 16 '28

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Dealer help waste is far from a closed subject. S. Murphy. Ptr Ink M 18:66+ Je '29

Dealer helps should be planned as part of the national campaign. J: J. McCarthy. il Sales Management 17:257+ F 2 '29

Dealer pleads for more help in dealer helps. H. W. Flannery. Sales Management 20:274+ N 9 '29

Dealers voice demand for new type of sales helps. D. E. West. il Sales Management 14:865-6+ My 26 '28

DeLaval dealers buy 1,000,000 calendars yearly. F. S. Clark. il Sales Management 19:154+ Jl 27 '29

Distribution of window display advertising material. C. C. Agate. Ptr Ink M 16:81-2+ Je '28

Eastman's custom made dealer help plan. H. S. Thomas. il Sales Management 15:417-18+ Ag 25 '28

Encouraging the small-and-often idea; Style of the month club. R. Crothers. il Ptr Ink 144:25-6+ Ag 16 '28

Figuring the cost of traveling display. D. Hines. il Adv & Sell 11:36 Jl 25 '28

Getting dealers to use your sales ideas; Permutit co. A. T. Smith. Ptr Ink 146:57-8+ Ja 3 '29

Give your dealer the break. R. Hawks. Ptr Ink M 17:72 D '28

**ADVERTISING**—Dealer helps—*Continued*

Here's a plan that makes dealer helps really pay; Evansville planing mill company of Evansville, Indiana, pays commission for names of prospects who buy. H. C. Hall. Sales Management 15:528-9 S 8 '28

Hibbard shows dealers how to sell at a profit in a competitive market. R. N. Roberts. il Sales Management 17:484-5+ Mr 2 '29

How Cadillac sells annually $480,000 worth of direct mail to dealers. D. R. Erwin. il Sales Management 16:350-1+ N 10 '28

How Coca-cola eliminates waste in store and window advertising. J: L. Scott. il Sales Management 14:201-2+ F 4 '28

How do your window display costs check with this survey? W. L. Stensgaard. Ptr Ink M 17:43-4+ Ag '28

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How salesmen bungle dealer advertising campaigns. G: Biggs. Ptr Ink 149:17-20 N 7 '29

How Seiberling backs up its radio campaign with direct mail. J: Jensen. Ptd Salesmanship 51:383-6 Jl '28

How Upson curtails needless distribution of dealer helps. H. C. Hall. Ptr Ink 143:109+ Ap 19 '28

How we get demand for an article consumers buy just once; Benrus watch co. S. R. Lazrus. Ptr Ink 147:129-30 Je 6 '29

How we keep just enough of our literature on dealers' counters; Celotex's new plan. C. E. Stedman. Ptr Ink 144:33-4+ Ag 9 '28

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Making advertising the dealer will like and getting him to use it; Radio corporation of America. D. Gridley. il Ptr Ink M 17:36-7+ N '28

Making it impossible for dealers not to sell your product; Ozite rug cushion. L. H. Regensburg. Ptr Ink 147:57-8+ Ap 11 '29

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Manufacturers' direct advertising as the retailer sees it. A. H. Van Voris. il Inland Ptr 81:53-6 Jl '28

98 per cent of Glidden's dealers use their tested selling plan. G: S. Sturges. il Sales Management 18:180-1+ Ap 27 '29

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Off the shelf and onto the counter; lithographed display pieces. J: L. Scott. il Ptd Salesmanship 50:543-5+ F '28

Only qualified prospects get Stromberg-Carlson quality campaign. B. J. Sweetland. il Ptd Salesmanship 51:471-3 Ag '28

Our plumber-dealers used 500,000 of our campaign letters; C. F. Church manufacturing company. J: L. Campbell. Ptr Ink 144:110+ S 20 '28

Personalized for the dealer. H. R. Baker. Business 9:24-5+ N '27

Plan that cut dealer-help costs 80 per cent; U.S. gypsum company stopped wastes. D. M. Hubbard. Ptr Ink M 17:81-2 Jl '28

Portfolios that enlist the dealer's cooperation. E. H. Shanks. Ptd Salesmanship 51:410-12+ Jl '28

Remodeling campaign builds business for printer; Stewart-Simmons co. series of mailings for Curtis dealers. H. L. Bird. il Ptd Salesmanship 53:552+ Ag '29

Retailer tells what kind of booklets he likes and why. A. H. Van Voris. Ptr Ink 141:133-4+ N 10 '27

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Soft focus for the manufacturer in a deale service campaign; the Westinghouse lam company. J: L. Scott. il Sales Managemen 14:583-4+ Ap 14 '28

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This direct-mail campaign for dealers avoid pitfalls; Tide Water oil. C. B. Larrabee il Ptr Ink 146:187-8+ Ja 17 '29

Tie-maker patterns a merchandising ide after Cadillac. B. A. Grimes. il Ptr Ink 146 25-6+ Ja 3 '29

We canned "canned" dealer helps; Pepperell manufacturing company. A. B. McIntire. Ptr Ink 148:57-8+ S 26 '29

We help our agents to advertise. H. V. Carlier. Ptr Ink 141:49-50+ D 1 '27

We use a sample campaign to sell direct mail. M. B. Cutler. il Ptd Salesmanship 51:144-5 Ap '28

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What a department store learned from a National advertising week. W. F. Wolf. Ptr Ink 146:101-2+ Ja 24 '29

What a jobber's salesman has learned about dealer helps. J: A. Finnegan. Ptr Ink 146:17-20 Ja 31 '29

What one neighborhood druggist thinks of dealer helps. J. T. Kleiner. Sales Management 14:707-8 Ap 28 '28

When the advertising theme needs detailed explanation; Eveready radio book. H. E. Pettingill. il Ptr Ink M 17:39+ D '28

When turnover lags. B. Crowell. il Sales Management 14:683-4 Ap 28 '28

When you plan dealer helps for the British market. G. D. Young. il Sales Management 17:618+ Mr 16 '29

Why Goodrich built a staff of district advertising managers. P. J. Kelly. Ptr Ink 148:17-20 Ag 8 '29

*See also* Advertisements—Calendars; Show cards

### Dealers, Appeal to

Attacking trade abuses with ridicule. R. Cole il Ptr Ink 143:117-18+ Ap 19 '28

Copy angles for advertising to dealers. C. B Larrabee. il Ptr Ink M 18:33-5+ Ja '29

Coupons in business paper advertising. D Gridley. il Ptr Ink M 19:39-40+ Ag '29

Dealer is a business man—talk to him as one D. Gridley. il Ptr Ink M 19:39-40+ S '29

Direct mail coaching for retailers. A. H. Van Voris. Ptr Ink 143:129-30+ Je 7 '28

Fleischmann builds dealer good will throug a sales film. H. L. Menken. il Sales Management 17:617+ Mr 16 '29

Fourteen ways to impress selling points o dealers. C: G. Muller. Ptr Ink 144:114+ A 9 '28

Helping the dealer find the unknown market Floorolas. O. DeCamp. Ptr Ink 144:116-17- S 6 '28

Helping the retailer sell his whole line; direct mail campaign of Acetol products, inc. I Cole. Ptr Ink 147:118+ My 16 '29

How about the flop? the Davol rubber company. R. Crothers. il Ptr Ink 149:162+ O '29

How Foot Saver shoes balance appeal between style and comfort. H. N. Lape. Sales Management 18:499-500 Je 8 '29

Humanizing sales through humor; the story c Armand. C. Weeks. il Ptr Ink M 16:47-8- Ap '28

Making store displays declare extra dividends; Sonatron tube company got 1,5 new dealers. H. Chirelstein. Ptr Ink 14 101-3 O 4 '28

Meeting heavy competition with a modera appropriation; Davol rubber co. R. J. Frie il Ptr Ink M 17:41-2+ S '28

Notice to chains: please take away our business. G. A. Nichols. Ptr Ink 147:25-6+ Je '29

VERTISING—Dealers, Appeal to—*Continued*

uaker State dealers are sold on quality idea. J. M. Koch. Ptd Salesmanship 54:22-3 S '29

ervice—an over-worked word—still worth advertising; Concrete steel company. W. H. Pouch. il Ptr Ink 147:62+ My 30 '29

estimonial— a productive business paper copy angle. C. B. Larrabee. il Ptr Ink M 18:43-4+ My '29

sing business-paper space to help dealers: Canadian Westinghouse company. Ptr Ink 146:85-6 F 7 '29

anted—a yardstick for advertising; experiences of the Electric hose and rubber company as told by C. D. Garretson. J. True. il Nation's Business 16:15-16+ Je '28

e got distribution with an idea; Thompson valve "sell more—grind less" campaign. E. G. Thompson. Ptr Ink 144:94+ S 20 '28

e helped our dealers obtain 100,000 new customers; Sandel manufacturing company. A. L. Sandel. Ptr Ink 148:17-20 Ag 22 '29

hen to use the personal signature in business-paper advertising. R. Cole. il Ptr Ink M 18:36-7+ Mr '29

### Dentists, Appeal to

ignifying the profit appeal to reach the professional man; Ritter booklet for dentists. Ptd Salesmanship 52:24 S '28

wo million letters a year—two millions in sales; Coe laboratories, Chicago. L. G. Peede. il Ptd Salesmanship 53:30-2 Mr '29

### Department stores, Appeal to

irect mailings that successfully sold department stores. H. C. Hall. Ptr Ink M 16:78+ My '28

### Economic aspects

dvertising acceleration. H: L. Staples. Ptr Ink 144:149-50 S 27 '28

dvertising and the maintenance of prosperity; excerpts. J. H. McGraw. Adv & Sell 10:26+ F 22 '28; Elec Ry J 71:269-70 F 18 '28; Elec W 91:421 F 25 '28; Bus Transportation 7:129 Mr '28

dvertising and the standard of living. E. Benn. Chem Age (Lond) 21:149-50 Ag 17 '29; Same. Electrician 103:221-2 Ag 23 '29

dvertising has stabilizing effect. F. H. Sisson. Sales Management 19:300-1 Ag 17 '29

dvertising has ushered in a more desirable world. R. E. Rogers. Ptr Ink 149:33-4+ O 17 '29; Same cond. Adv & Sell 14:21-2+ O 30 '29

dvertising lesson for economists; objections to views concerning unemployment and labor-saving machinery. J. O'Shaughnessy. Ptr Ink M 16:35+ Ap '28

dvertising plays important rôle in security values. A. R. Pinci. Mag of Wall St 44:660-2+ Ag 10 '29

dvertising will increase profits, if—. L: V. Place. Ptr Ink 144:104+ Ag 30 '28; Reply. E. Brisacher. Ptr Ink 144:103-4 S 20 '28

merican woman: gauge of consumer preference. C. Frederick. Adv & Sell 13:36 S 4 '29

ppropriations regulated by better methods. F. H. Sisson. Sales Management 15:98 Jl 14 '28

enefits oft forgot. Ptr Ink 143:96+ My 3 '28

oes advertising need a continual defense? J. D. Tew. Ptr Ink 146:105+ Mr 14 '29

conomic value of advertising. Ptr Ink 141:109-11 D 22 '27

unction of advertising in the buyer's market. H. Godfrey. Adv & Sell 11:26+ Jl 11 '28

reat battle of manufacturers and retailers; Mr Mazur sees an increasing use of advertising. A. E. Haase. Ptr Ink 142:119-20+ Mr 22 '28

as advertising too many defenders? R. Dickinson. Ptr Ink 146:33-4+ Mr 7 '29

ow government standards affect the ultimate consumer. R. A. Brady. Ann Am Acad 137:247-52 My '28

ow shall advertising silence its critics? W. A. Strong. Ptr Ink 147:41-2+ Ap 25 '29

In reply to that Woodford letter. Adv & Sell 11:30+ Ag 8; 30+ Ag 22 '28

Increased advertising helps hold down unit cost; Burnett's vanilla. G: H. Burnett. il Ptr Ink 142:115-16+ Ja 19 '28

Is capitalism being transformed by advertising? R: Webster. Ptr Ink 147:41-2+ My 16 '29

Is modern advertising justified? L. D. H. Weld. il Nation's Business 17:35-7+ Ap '29

Lots of people pay for advertising. E: Wolff. Ptr Ink M 17:77-8 N '28

Marketing and advertising. F. L. Vaughan. 267p Princeton university press '28; Review, by R. Dickinson. Ptr Ink 145:113-16 N 1 '28

Mr. Woodford sees it through. J. Woodford. Adv & Sell 11:21-2+ Ag 22 '28

More economy and efficiency in advertising are needed. W. F. Gephart. Ptr Ink 142:84 F 16 '28

National advertising. (In University debaters' annual, 1928-1929). E. M. Phelps, ed. p 387-426 [bibliog. p. 420-6] Wilson, H.W. '29

Two cents a pint bottle for sales and education; advertising Fly-Tox. F. O. Moburg. Ptr Ink M 15:33+ D '27

Two cents plain; twenty-five, fancy. O. C. Harn. Adv & Sell 10:22+ Ja 11 '28

Under-advertised industry is a brake on progress. C. M. Wright. Ptr Ink 147:3-4+ My 16 '29

What do you spend on business vanities? J. H. Collins. Ptr Ink 142:3-4+ Ja 19 '28

What is money for? M. Wiseman. Ptr Ink 145:85-9 N 1 '28

Who pays for advertising? M. Morrow. Ptr Ink 144:41-2+ Ag 16 '28

Why New England manufacturers should advertise. A. L. Filene. Ptr Ink 141:77-8+ N 17 '27

### Engineers, Appeal to

Getting inquiries from the man who never answers an ad. Ptr Ink 147:10+ My 23 '29

### Exhibitions

Berlin exhibit will review history of advertising. Ptr Ink 147:111-12 Ap 18 '29

*See also* Advertisements—Exhibitions

### Failures

Advertisers who almost succeed. E. Brisacher. Ptd Salesmanship 52:403+ Ja '29

Causes of some advertising failures. E. Brisacher. Ptr Ink M 19:76+ S '29

Four advertising flivvers. H. W. Dickinson. Ptr Ink 144:3-4+ Ag 30 '28

Reducing the mortality rate in advertising. C. C. Hopkins. Adv & Sell 11:21+ My 16 '28

### Family of products

Beech-Nut gets a layout idea from department stores. il Ptr Ink 149:10+ O 31 '29

District sales managers govern this national campaign; National biscuit company lets them choose copy for their territories. il Ptr Ink 147:10+ Je 6 '29

How Best Foods spotlights one product but features the line. C. B. Larrabee. il Ptr Ink 142:143-4+ Mr 29 '28

How much advertising should each item receive? Ptr Ink 145:189-90 O 4 '28

Illustrating the family of products without confusion. il Ptr Ink 142:152+ Ja 12 '28

Introducing a new side line by tying up with the leader. Ptr Ink 144:181-2+ S 6 '28

Love-me-love-my-little-sister advertising. R. Cole. Ptr Ink M 17:40-1+ Jl '28

Should similar products be advertised collectively? R. Daniels. il Ptr Ink 148:148+ S 12 '29

To each product its share of the family expense. A. H. Little. il Ptr Ink M 19:48+ N '29

*See also* Advertising—Leaders

### Farmers, Appeal to

Advertising a brand new idea to farmers; Gator-hide mulch paper. C: G. Muller. il Ptr Ink 143:100-1+ Je 21 '28

**ADVERTISING**—Farmers, Appeal to—*Cont.*

Advertising angle that overcomes the higher-price obstacle; J. I. Case threshing machine company. il Ptr Ink 146:10+ Mr 28 '29
Advertising lesson from the Penney stores; this farm-paper program. R. W. Clarke. il Ptr Ink 148:113-14 Jl 18 '29
Are farmers people? G. A. Nichols. Ptr Ink 144:100+ S 13 '28
Catalog still rules the mail-order roost; Montgomery Ward is using institutional farm-paper copy to draw attention to catalog and stores. R. W. Clarke. il Ptr Ink 147:92+ Ap 25 '29
Country bank advertising should talk farming—not figures. R. A. Jones. Ptr Ink 145: 111-12 O 18 '28
Do coupon returns measure value of farm advertising? R: Weber. il Ptr Ink M 18:39-40+ Mr '29
Don't try to zip the farm reader along at city speed. E. Wolff. Ptr Ink 143:61-2+ My 17 '28
Farmer isn't what he used to be. J. Speed. Ptr Ink 144:33-4 Jl 12 '28
Farmer Owen speaks up. J. E. Owen. Ptr Ink M 17:66+ O '28
Here is a catalog with real personality; sells harness to farmers. G. A. Nichols. il Ptr Ink M 18:52+ Mr '29
How a million dollar farm harness business was built. W: Kalash. il Ptr Ink 145:103-4+ N 22 '28
How Uncle Sam writes letters to farmers. R. Forde. Ptr Ink 148:99-100+ Jl 18 '29
Reaching the basic market factor that controls future growth; a public utility advertises to farmers. il Ptr Ink 148:41-2+ Ag 29 '29
Selling the country buyer with country copy; Radio corporation. R. Cole. il Ptr Ink 142: 80+ Mr 29 '28
Selling the farmer potash with extra comforts copy. S. Noble. il Ptr Ink 147:105-6+ Je 13 '29
Selling to farmers with mail advertising. R. McDaniel. il Ptd Salesmanship 50:358+ D '27
Selling wire fence from the sky; American steel & wire advertising pictures farm from an airplane. il Ptr Ink 148:117+ S 12 '29
These three booklets made a hit with farmers; Insulite company. H. D. Thorn. il Ptr Ink 145:136-7+ N 8 '28
This advertising tells farmers what to grow; the farm-paper campaign of the New York Central. O. DeCamp. il Ptr Ink 143:10+ Ap 5 '28
Utility never sold the farmer his Sunday necktie. I. M. Shafrin. Ptr Ink 148:94+ S 5 '29
What farmers look for in advertising; Red Top steel post company. L. H. Atkinson. il Ptr Ink 147:175-6+ Ap 4 '29
What kind of testimonials appeal to farmers? R. Cole. il Ptr Ink M 17:36-7+ S '28
When North Newry, Maine, goes shopping. L: M. Cottin. Ptr Ink 148:144+ Ag 22 '29
*See also* Advertising mediums—Farm journals; Agricultural machinery industry—Advertising

### Finance

Will bankers finance advertising? A. E. Haase. Ptr Ink 145:3-4+ O 11 '28

### Foreigners, Appeal to

Teaching the immigrant not to fetch and carry. Ptr Ink 148:116-17 Ag 15 '29

### History

Advertising veteran applies the lessons of 77 years to today; Spool cotton company. J. C. Clark. il Ptr Ink M 17:36-7+ D '28
Ancient advertising and publicity. H. W. Rivers. 68p Kroch's, Chicago '29
Anthology of the pioneers. G: H. Phelps. Adv & Sell 13:38+ O 2 '29
First "eat more" campaign; how the fishmongers did it in the days of Elizabeth. G: B. Hotchkiss. il Adv & Sell 13:30+ O 2 '29
History and development of advertising. Presbrey. 642p Doubleday '29; Review, E. E. Calkins. Adv & Sell 13:25+ Je 12 '; Review, by R. Dickinson. Ptr Ink 147:25-6 Je 6 '29
Some features of a quarter of a century progress. P. T. Cherington. Adv & Sell 1 23-4+ Ja 11 '28
Story of advertising. H. H. Boyce. il Nation Business 15:90+ D '27
Two hundred years of advertising in Lanca ter county. H. M. J: Klein. 15p Lancast advertisers club, Lancaster, Pa. '29

### Hotels, Appeal to

Does trick advertising pay? Ozite compar experience. L. H. Regensburg. il Ptr In M 17:46-7+ Ag '28
Further adventures in trick advertising; ne Ozite pieces. L. H. Regensburg. Ptr Ink 18:36+ F '29
Hotel china enters the kingdom of color; th Onondaga pottery company is using colo advertising. R. H. Zerfing. Ptr Ink 145:91- N 29 '28
Unusual advertising turns waste produc (Ozite) into $3,600,000 business; Clinton carpet company, Chicago. L: H. Regensburg Sales Management 19:11-12 Jl 6 '29

### Illiterates, Appeal to

Reaching the illiterate market. Ptr Ink 144 124 Ag 23 '28

### Industries, Appeal to

Adapting the money-back offer to the industrial product; American pulley compan hand trucks. R. Cole. il Ptr Ink 145:49-50- N 8 '28
Advertising a product with lost identity Durez. H. S. Spencer. il Ptr Ink 144:17-1 Ag 2 '28
Advertising helped finance this business. F. Hase. il Ptr Ink M 17:49-50+ O '28
Advertising to develop trade opinion. F: Feiker. Spectator 123:21+ O 10 '29
All the business we can handle without co canvass calls; Philadelphia gear works. C. Ball. il Sales Management 18:637+ Je '29
Analysis of industrial advertising budget Ptr Ink 143:126, 128 Je 14 '28
Brains or white space—which do you nee most? H. M. Hitchcock. Ptr Ink 141:104 D 8 '27
Campaign directed at thirty prospects; Fafn bearing company. Ptr Ink M 17:33+ D '
Campaigns that might be launched in industrial markets. R. B. Lockwood. Sal Management 13:923-6+ N 26 '27
Campaigns to be launched in industri markets; selling luggage to industry. R. Lockwood. il Sales Management 15:530-2 S 8 '28
Determining objectives in industrial adverti ing. M. T. Copeland. il Adv & Sell 11:30 Je 13 '28
Finding new ways to illustrate the industri product. W. L. Larned. il Ptr Ink 142:112 Ja 5 '28
From production specialists to industri merchandisers; Kearney & Trecker fou advertising filled a permanent need as stabilizer of sales. D. M. Hubbard. il P Ink 143:61-2+ Je 14 '28
Getting the industrial field to accept a n idea; pioneer motor truck mounted cra L. C. Randolph. il Ptr Ink 145:41-2+ D '28
How Dennison reaches specific industries direct mail. E: M. Woolley. il Ptd Sale manship 52:321-3+ D '28
How industrial advertisers use testimonia R. B. Lockwood. il Ptr Ink 147:121-2+ M '29
How one industrial advertiser solved the peal problem; Fairbanks, Morse & compa Chicago. S. T. Scofield. il Adv & Sell 12:3 Ap 3 '29
How the 1929 industrial advertising do is being spent. G. W. Morrison. Ptr Ink 1 136+ O 3 '29

**VERTISING**—Industries, Appeal to—*Cont.*

yatt's well-rounded industrial advertising program. H. O. K. Meister. il Sales Management 18:290-1+ My 11 '29

ndustrial advertiser features a service instead of his product; Chisholm-Moore hoists. A. M. Howe. il Ptr Ink 148:10+ Ag 15 '29

ndustrial advertisers—fact-finding crusaders. H. M. Hitchcock. Ptr Ink 143:73-4+ Je 21 '28

ndustrial advertising as a tool of research. H. M. Hitchcock. il Ptr Ink M 16:31-2+ Ap '28

ndustrial advertising copy. R. B. Lockwood. 326p McGraw-Hill '29

ndustrial editor joins the copy staff; Vacuum Oil builds effective advertisements. D. Gridley. il Ptr Ink M 16:32-3+ Je '28

nfrequent costly mailings vs. frequent inexpensive mailings; M. B. Skinner co. K. G. Merrill. Ptr Ink 146:49-50+ Mr 21 '29

nquiries jumped when we sampled industrial prospects; Parker-Kalon screws. C: S. Trott. il Sales Management 18:547-8+ Je 15 '29

et George do it. il Adv & Sell 10:30+ D 28 '27

ade in Germany; an advertising asset or liability? L. S. Hamaker. Ptr Ink 148:177-8+ Ag 22 '29

aking industrial advertising interesting. H. M. Hitchcock. Ptr Ink 146:137-8 Ja 10 '29

aking it easy for the reader to act. R. B. Lockwood. il Ptd Salesmanship 52:158+ O '28

eed industrial advertising wear a long face? H. Kerkow. Sales Management 14:760+ My 12 '28

ew survey shows how technical advertising budget is spent. Sales Management 20:20+ O 5 '29

on-standardized advertising for standardized products. H. Kerk. Sales Management 19:246 Ag 10 '29

ictures in industrial advertising. H. M. Hitchcock. il Ptr Ink M 15:53-4+ D '27

rice competition in industrial advertising; the tendency to talk away from it. H. M. Hitchcock. Ptr Ink 142:129-32 Mr 8 '28

roof of the pudding; scare copy applied to industrial advertising. R. S. Rimanoczy. il Adv & Sell 10:40 D 28 '27

utting human interest into technical copy. R. B. Lockwood. il Ptd Salesmanship 52:453-4+ Ja '29

ampling campaign that pulled forty per cent. G: Fellows. il Ptd Salesmanship 53:433-4 Jl '29

elling cameras to industry. R. B. Lockwood. il Sales Management 15:251-2+ Ag 4 '28

elling industry with photographs. S. Campbell. il Ptr Ink M 19:46+ Ag '29

ervants of the customer; sales, advertising, research and production; Tagliabue mfg. co. M. F. Behar. Ptr Ink 145:25-6+ N 22 '28

even cardinal virtues in an advertisement. C: Noble. il Ptr Ink M 17:43-4+ N '28

echnical readers and nontechnical arguments. R. B. Lockwood. il Ptd Salesmanship 53:499-501 Ag '29

en ways to stimulate inquiries. R. B. Lockwood. il Ptd Salesmanship 53:49-50+ Mr '29

e advertised for seven months before booking a single order; Youngstown pressed steel company. W. W. Galbreath. Ptr Ink 143:17-20 Je 21 '28; Abstract. Adv & Sell 11:27+ Je 27 '28

hat a coupon brings. il Ptd Salesmanship 50:547-8+ F '28

hat do industrial buyers care about history? O. De Camp. Ptr Ink 142:41-2+ Mr 22 '28

hat is the best sales appeal for industrial advertising? E. J. Heimer. il Ptr Ink 148:112-13+ S 5 '29

hat the railway man expects from advertising. C. F. Stoltz. Ry Age 87:1099-1100 N 9 '29

hat we learned about keying industrial advertisements. H. W. Dearing. Ptr Ink 141:33-4+ N 17 '27

Why industrial advertisers feature installations. N. Lewis. il Ptr Ink 149:156+ N 7 '29

Why we depended on short copy for our industrial campaign; Barrett-Cravens company. E. J. Heimer. il Ptr Ink 147:10+ Je 20 '29

Will the testimonial rumpus affect industrial advertising? J. White. Sales Management 19:153+ Jl 27 '29

Writing copy to overcome price objections. R. B. Lockwood. Ptd Salesmanship 52:62+ S '28

*See also* Advertising mediums—Trade journals; Industrial market; Technical products—Advertising

### Inquiries

Are promiscuous inquiries worth answering? L. C. Lockley. Sales Management 16:167-8 O 20 '28

Consumers who fill out coupons—how shall they be sold? a retailer proposes direct mail plan to manufacturers. A. H. Van Voris. Ptr Ink 148:49-50+ Ag 15 '29

Getting inquiries from the man who never answers an ad. Ptr Ink 147:10+ My 23 '29

How associations handle inquiries received from advertising. Ptr Ink 146:49-50+ Mr 14 '29

How much does it cost to secure inquiries? A. O. Hurja. Adv & Sell 11:34+ Jl 11 '28

Is there a way to exterminate the writers of blind inquiries? J. H. Warburton. Ptr Ink 144:17-20 Ag 30 '28

Making consumer inquiries produce sales for dealers. C. B. Larrabee. Ptr Ink 141:170+ N 17 '27

Many an inquiry is costly at any price; Chicago real estate advertisers try low cost inquiry plan. H: C. Chase. Ptr Ink 147:10+ Ap 11 '29

Selectivity of advertising and some of its results. A. R. Hopper. il Adv & Sell 11:36+ Je 13 '28

Ten ways to stimulate inquiries. R. B. Lockwood. il Ptd Salesmanship 53:49-50+ Mr '29

When a woman inquires into masculine merchandise. E. Emmett. Ptr Ink 144:61-2+ Jl 12 '28

When free booklet offers are poor strategy. Ptr Ink 148:42+ Jl 4 '29

When the prospect shies at coupons; Title & trust company campaign. il Ptr Ink 143:33-4+ My 24 '28

*See also* Advertising, Mail—Inquiries; Follow-up systems

### Institutions, Appeal to

Institution salesmanship. A. H. Deute. Ptr Ink 149:141+ O 31 '29

### Jobber cooperation

Exclusive jobber plan gives Merlin a flying start. S. Q. Grady. il Sales Management 19:190-2 Ag 3 '29

Finding out what the trade thinks of consumer advertising; the Trenton potteries company staged a contest among its salesmen. J: A. Lutz. il Ptr Ink 143:105-6+ Ap 26 '28

Why jobbers should sell advertising. R. Crothers. Ptr Ink 141:73-4+ N 24 '27

### Jobbers, Appeal to

We more than doubled our jobbers in five months; S. S. White dental manufacturing co. H. N. McMenimen. Ptr Ink 147:73-4+ Ap 18 '29

### Laws and regulations

Advertiser and the right of privacy. B. L. Bailey. Ptr Ink 148:121+ Ag 1; 93-4+ Ag 8 '29

Advertising organizes for battle against Smoot measure. J. W. George. Adv & Sell 13:21+ Jl 10 '29

Advertising that comes under prohibition's ban. Ptr Ink 142:141-2 Ja 5 '28

Be careful of "flu" in advertising; government and municipal health authorities are censoring copy. Ptr Ink 146:125+ Ja 24 '29

**ADVERTISING**—Laws and regulations—*Cont.*

Bill seeks U. S. regulation of food, drugs and tobacco advertising. J. W. George. Adv & Sell 13:20+ Je 26 '29
Bureau of prohibition as an advertising adviser. Ptr Ink 144:152 Ag 16 '28
Censorship is un-American. F. Knox. Ptr Ink 148:33-4+ Jl 4 '29
Compilation of laws of the several states, in force on January 1, 1928. 51 numb l U. S. Bureau of public roads, Washington '29
Copy-writer's day under the proposed Smoot law. C. C. Hopkins. Adv & Sell 13:30+ S 18 '29
Further facts concerning the right of privacy; references to deceased people in advertising. B. L. Bailey. Ptr Ink 148:28+ Ag 29 '29
How the various states regulate roadside advertising. Ptr Ink 146:153-4+ F 14 '29
Lottery schemes to attract new accounts. T: B. Paton, jr. Am Bankers Assn J 21:568+ D '28
New York legislates against concealed dealer advertising. Ptr Ink 147:88-9 Ap 11 '29
No honest advertiser need fear the Smoot bill. L. L. Reading. Ptr Ink 148:44+ Jl 11 '29
Radio advertising and the right of privacy; legal status of the restrictions governing the mention of names of individuals. B. L. Bailey. Ptr Ink 146:81-2+ Ja 10 '29
Senator Smoot's proposal to censor advertising. Ptr Ink 147:65-6 Je 13; 25-6+ Je 27 '29
Uncle Sam is touchy about the use of his picture by advertisers. Ptr Ink 144:134+ S 6 '28
Use of pictures of homes in advertising. Ptr Ink 144:118 Ag 2 '28
Use of the Red Cross in advertising. Ptr Ink 143:119 My 31 '28
When does advertising imitation become illegal? Ptr Ink 147:101-2 Ap 4 '29

*See also* Advertising agencies—Law

### Leaders

15 points to check in picking an advertised leader. H. S. Gardner. Ptr Ink 147:3-4+ My 30 '29
Finding new leaders among bashful members of the family; how the Campbell soup company is promoting a new soup. R. Cole. il Ptr Ink 142:131-2+ F 16 '28
What brand concentration is doing for Lucky Strike. Ptr Ink 141:96 D 22 '27

### Localization

Hitting the bull's-eye with direct mail based on marketing facts. G: L. Willman. maps Ptd Salesmanship 53:397-9+ Jl '29
Western copy for western prospects; Durant policy. H. Moriarty. il Sales Management 19:564-6 S 28 '29

### Mail

*See* Advertising, Mail

### Measurement

Milline system of measuring advertising. Ptr Ink 147:62+ Ap 4 '29
Why 13 pages of advertising are not so good as 26. Ptr Ink 146:17-20 Mr 7 '29

### Mediums

*See* Advertising mediums

### National

*See* Advertising, National

### New advertisers

Becoming an advertiser after youth has passed. Ptr Ink 143:116 My 3 '28
Clearing house advertises. Ptr Ink 148:115-16 S 26 '29
88-year-old company opens first advertising campaign. Sales Management 14:634 Ap 14 '28
98 year-old-firm tries advertising and then sticks to it; W: H. Jackson co., mantel importing and manufacturing company. il Ptr Ink 144:151-2+ Ag 23 '28
Who said they never come back? after lapse of thirty-two years, E. R. Durkee co. resumed advertising. D. H. Reese. Ptr Ink 143:17-20 Ap 5 '28

### Physicians, Appeal to

Grandfather among mailing pieces; Keas & Mattison co. D. C. Miner. il Ptr Ink 19:35+ Ag '29
How I sold the medical profession in Gr Britain. H. R. Napp. il Sales Managem 16:553+ D 1 '28
Our trade is dignified, but our advertisi isn't; physicians, dentists and druggists c be reached through emotions. O. J. Nied hofer. Ptr Ink 144:61-2+ Jl 5 '28
Views on professional advertising. O. J. Ni derhofer. Oil Paint & Drug Rep 113:50C My 7 '28

### Planning

Think before you advertise—then adverti continuously; policy of the Alligator co pany. il Ptr Ink 144:10+ Jl 19 '28
We charted the entire campaign before wri ing a line of copy; Pioneer Hatchery a vertising. J. C. Knollin. il Ptd Salesmansh 53:38-41 Mr '29

### Prize contests

Bond circular written by over two-hundr investment prospects. Ptd Salesmanship 5 423 Jl '29
Capitalizing bridge fad to win greater di tribution; Vaniva window display contes D. Gridley. il Ptr Ink M 18:50+ F '29
Consumer contests come in cycles. Ptr In 144:56 Jl 5 '28
Contest which helped check up on sellin points. Ptr Ink 141:142+ N 17 '27
Eastman's $30,000 picture contest. R. T. Lov ell. il Ptr Ink M 19:33-4+ Ag '29
Expanding the successful consumer contes 1929 Borden dress-making contest. Ptr In 148:113-14+ Ag 29 '29
Fried eggs and linoleum; contest to get lin leum designs and publicity. E. V. Ca quist. il Ptr Ink 144:129-30+ Ag 9 '28
Getting 100 per cent results from a prize co test; Holmes & Edwards silver company a vertise for new design. D. Gridley. Ptr In M 18:56+ Je '29
How well do consumer contests work? A. Slater. il Adv & Sell 12:27+ F 6 '29
How Yale Electric is changing its name Bond Electric. R. Cole. Ptr Ink 146:137-8 F 28 '29
Jobber started this national contest; M. C. Borden & sons national dressmaking co test. il Ptr Ink 144:68+ Ag 30 '28
Laundries are cashing in on their national advertised contest. J: W. Harrington. il P Ink 143:61-2+ Je 7 '28
Merchandising a prize competition; Holm & Edwards silver company. W: B. Griff il Ptr Ink M 19:63+ N '29
Millions for ideas. O. H. Dennis. Forbes 42+ Jl 15 '29
National poker game brings big return Rawlplug company. W. R. Howard. il P Ink M 17:52+ S '28
Postmaster general New on postal ru governing prize contests. Ptr Ink 145:49-5 O 4 '28
Report on the productivity of a $10,000 pri contest. Ptr Ink 141:76 N 24 '27
$10,000 letter contest starts $2,000,000 hatche campaign. Sales Management 16:377 N 10
This question of contests. Ptr Ink 142:140 8 '28
Value of prize contests. G: H. Powell. A & Sell 10:34+ N 16 '27
We didn't ask Jackie Coogan for a testim nial; Dorfan company. J: E. McCrady. Ptr Ink 147:25-6+ Ap 25 '29
What do your customers think of you? wh one investment house learned from its cu tomers. R. E. Ross. Bankers M 119:524- O '29

### Professions, Appeal to

*See also* Advertising—Dentists, Appeal Advertising—Physicians, Appeal to

DVERTISING—*Continued*

### Psychology

Advertiser's audience. T. F. MacManus. Ptr Ink 146:3-4+ Mr 28 '29

Advertising and sales psychology are not the same. D. A. Laird. Ptr Ink 149:195 O 10 '29

Analyzing the appeals that make people buy. O. Grigg. Ptd Salesmanship 51:434+ Jl '28

Appealing to the five senses in advertising. R. R. Lockwood. il Ptd Salesmanship 52:360+ D '28

Banquo's ghost at the copy conference; statisticians' synthetic dumb-bell. R. W. Johnson. il Sales Management 16:606-7 D 8 '28

The cat's whiskers. D. P. Kingston. il Ptr Ink M 16:41-2+ Je '28

Coping with advertising saturation. Ptr Ink 142:93-4 Ja 26 '28

Does the suggestion method pay in advertising? M. Switzer. Adv & Sell 11:25+ My 30 '28

Health appeal is being overworked; use of the senses of taste and smell should not be overlooked. D. A. Laird. il Ptr Ink M 18:38-9 Je '29

Impressions that remain long after the ad is forgotten. R. W. Johnson. il Ptd Salesmanship 50:247-50 N '27

Interest begins at home. P. E. Spane. Adv & Sell 10:36 F 22 '28

Jes' folks; a piece of advice for tired copywriters. K. Groesbeck. Adv & Sell 12:28+ Ap 17 '29

Landing on the prospect's emotional soft spots. E. B. Self. Ptr Ink 143:53-4+ My 31 '28

Night letter copy policy. Ptr Ink 149:57-8+ O 31 '29

Psychology as a sales factor. A. J. Greenly. 214p Pitman '27

Unknown quantity in marketing. A. T. Poffenberger. Harvard Business R 6:188-93 Ja '28

What advertising appeal will most effectively sell my product? R: B. Franken and J. D. Weinland. Ptr Ink 146:3-4+ Ja 24 '29

What are we going to do with our shock-proof readers. L. Carson. Adv & Sell 10:40+ D 14 '27

Why the rich booklet does not always capture the beautiful prospect. R. Ruxton. il Ptd Salesmanship 53:436-8+ Jl '29

*See also* subdivision Copy and other subdivisions under Advertisements

### Railroads, Appeal to

How to sell the giants of the railroad industry. H: King. il Sales Management 20:164-6 O 26 '29

### Rates

Circulation and rates—December 31, 1927, A.B.C. statements, principal Canadian magazines, newspapers and business papers. Sales Management 14:sup524+ Mr 31 '28

Circulation and rates of newspapers in cities of over 5,000 population. Sales Management 14:sup222+ Mr 31 '28

Circulation and rates of principal A.B.C. farm papers. Sales Management 14:sup300 Mr 31 '28

Circulation and rates—principal magazines. Sales Management 14:sup288+ Mr 31 '28

Flat rate or contract? which plan do the newspaper publishers prefer? J: H. Millar. il Inland Ptr 83:57-60 Ap '29

High foreign versus lower local rate. G. L. Caswell. Inland Ptr 82:104 D '28

Inch-to-milline rate factors. E. S. Anderson. Ptr Ink M 18:86 My '29

Local newspaper rate causes worry. Ptr Ink 141:120+ D 15 '27

Magazine circulations and rates. Sales Management 19:274+ sec 2 S 21 '29

Need for standardized newspaper rates. Inland Ptr 82:100-1 O '28

Newspaper circulations and rates. Sales Management 19:228+ sec 2 S 21 '29

Newspaper executives discuss position charges. Ptr Ink 144:113-14 Jl 19 '28

Newspaper rate and circulation analysis covering both local and national rates in the first fifty cities of the United States. C: W. Mears, comp. 80 numb l C: W. Mears, Cleveland, O. '28

Overcharging the politician. G. L. Caswell. Inland Ptr 81:103-4 S '28

Principal directories with advertising rates. Sales Management 14:sup408-10 Mr 31 '28

What is meant by retail and general newspaper rates? Ptr Ink 141:25-6+ D 15 '27

*See also* Radio advertising—Rates

### Retail salesmen, Appeal to

P. M.'s for store clerks or paid advertising? Ptr Ink 144:60 S 20 '28

### Returns

Advertising has some foot rules. D. D. Jones. il Nation's Business 17:55-6+ S '29

Advertising not a thing apart. Ptr Ink 149:97-8+ O 24 '29

American Cuptor gets 1,000 franchisers from magazine ad. K: D. Pettit. il Sales Management 18:654 Je 29 '29

Analyzing advertising results. A. T. Falk. Harvard Business R 7:185-94, 312-29 Ja-Ap '28

Editor turns to advertising; results from newspaper and magazine advertisements. E. Haldeman-Julius. Adv & Sell 11:38+ My 2 '28

Groping, hoping, flighty advertisers. E. Brisacher. Ptr Ink M 17:66+ D '28

How one manufacturer checks advertising results; Plymouth motor corporation, Detroit. R. M. Parks. Adv & Sell 13:30+ O 16 '29

Is the cumulative effect idea a fallacy? S. H. Giellerup. il Adv & Sell 11:17-18+ O 3 '28

My experiences with cumulative results. E. T. Gundlach. Adv & Sell 11:32+ O 17 '28

Old firm doubles accounts in first year of advertising; I. Ollendorff company. R. McDaniel. Sales Management 18:408+ My 25 '29

Taking the guesswork out of advertising. L. S. Graham. Business 9:16-17+ F '28

38 years experience with small-space advertising; J. & J. Cash, inc. F. Goodchild. Ptr Ink 146:57-8+ Ja 10 '29

$25 advertisement that saved a business; Simcoe poultry farms, Ontario. H. G. Grey. Ptr Ink M 18:45+ My '29

What advertising did for Canada Dry. P. D. Saylor. Ptr Ink 149:120-1 O 31 '29

Yardsticks?—forget them. J: Wallace. Ptr Ink 145:141-3 N 15 '28

*See also* Advertising—Inquiries; Advertising, Mail—Returns

### Salesmen's cooperation

*See* Advertising and salesmen

### Satire

More simple than simple. C: W. Stokes. Ptr Ink 148:57-8 Jl 18 '29

Old Sox on trumpeting. E. T. Gundlach. 362p Consolidated book pub., inc., 2242 Grove St., Chicago '27

Tragedy of the oversold customer. E. P. Butler. Ptr Ink 148:3-4+ Jl 18 '29

### Schedules

After media and copy—what then? W. E. McFee. Adv & Sell 10:34+ N 30 '27

Analyzing advertising results; seasonal factor. A. T. Falk. Harvard Business R 7:185-94 Ja '29

Are winter travel numbers published too late? J. A. Wales. Adv & Sell 12:34+ Ap 17 '29

How Nokol links advertising volume with peak seasons. J: L. Scott. Sales Management 13:921-2+ N 26 '27

Sunkist plans smaller space and more insertions. Ptr Ink 145:36 N 15 '28

When summer comes we increase our advertising. D. Wanamaker. Ptr Ink 147:17-20 Je 27 '29

*See also* Advertising—Continuity; Advertising, Mail—Schedules

## ADVERTISING—*Continued*

### Statistics

Advertising; magazine cost 1925-April 1929 and radio broadcast cost 1928-April 1929. Survey of Cur Business 94:18 Je '29

Advertising; magazine, radio and newspaper, 1928-1929. Survey of Cur Business 96:116 Ag '29 [continued monthly]

Advertising, magazines and newspapers, Sept. 1927-1928. Survey of Cur Business 90:116 F '29

Advertising volume of principal magazines for 1927. Sales Management 14:sup286 Mr 31 '28

Growth of newspaper advertising in 1927. il Sales Management 14:sup211-16 Mr 31 '28

Heavier advertising schedules are booked for remainder of year. Sales Management 14: 775 My 12 '28

How fertilizer industry invests in advertising. Ptr Ink 145:129 N 29 '28

How radio broadcast advertising affects printed page media. Sales Management 17: 622+ Mr 16 '29

Magazine advertising; tabulation. Survey of Cur Business 88:20 D '28

Monthly expenditures in leading national publications. Published in Advertising and selling

More indications of big gains for advertising in 1929. H: J. Wright. Sales Management 16:169+ O 20 '28

National advertising in newspapers, June 1925-1928. Survey of Cur Business 78:116 F '28 [published semi-annually in February and August]

National newspaper advertising summary. Published in monthly numbers of Printers' ink monthly

National newspaper advertising total in 1928 set at $230,000,000. Adv & Sell 12:96 Ap 17 '29

New York newspaper advertising. Sales Management 17:136 Ja 19 '29

Newspaper lineage of 2,364 national advertisers classified by industries. Sales Management 19:117-30 sec 2 S 21 '29

1928 newspaper lineage for forty cities. Sales Management 17:282+ F 2 '29

Rental advertisements in Portland, Oregon, 1922-Aug. 1927. Survey of Cur Business 75:25 N '27

Sales Management presents first analysis of newspaper advertising in 77 cities by lines of business. Sales Management 20:70-1 O 12 '29

Six months' newspaper lineage in sixty cities. Sales Management 19:202+ Ag 3 '29

Space used by agencies in A.B.P. business papers 1925-1926. Sales Management 14:sup 311-12 Mr 31 '28

Trend of business movements; distribution movement. Published in monthly numbers of Survey of current business

Volume of advertising in monthly magazines. Published in Printers' ink, second number of each month

What is the ratio between sales and advertising? Sales Management 15:193-4 Jl 28 '28

*See also* Advertising appropriations

### Stockholders, Appeal to

Advertise to your stockholders. A. E. Haase. Ptr Ink 143:17-20+ My 3 '28

Canada Dry takes its stockholders back stage. Ptr Ink 142:96 Mr 15 '28

Financial statement made basis for brochure; power company builds good will. J: W. Fleming. il Ptd Salesmanship 54:151-2+ O '29

How Armour keeps 35,000 stockholders sold. map Ptd Salesmanship 54:33 S '29

How Swift shakes hands with new stockholders. Ptr Ink 144:56 Jl 26 '28

Merchandising takes its place in the annual report. A. H. Little. Ptr Ink 147:109-10+ My 16 '29

A president speaks on stockholder advertising. Ptr Ink 143:25-6 My 10 '28

Strengthening stockholders' relations. Ptr Ink 148:190+ S 12 '29

Working with—or upon—the stockholder H. M. Hitchcock. il Ptr Ink M 16:33+ F '

### Study and teaching

Present status of the teaching of advertisin H. K. Nixon. Ptr Ink 142:41-2+ Mr 29 '

Three targets for the teacher of advertisin Ptr Ink 148:85 Jl 4 '29

### Tables, calculations, etc.

Short cut to figuring space costs. M. Kingsley. Ptr Ink M 16:78+ Je '28

### Waste

Can we eliminate the waste in advertising C: A. Bates. il Sales Management 14:981- Je 9 '28

Forty kinds of waste in advertising. V. C Kitchen. Ptr Ink M 18:29-30+ My '29

Three sources of waste in today's advertising. C: A. Bates. il Ptd Salesmanship 51 482-3+ Ag '28

### Women, Appeal to

Advertising to women. C. A. Naether. 340 Prentice-Hall '28

Be clearer and more accurate in advertising to women. R. Thalman. il Ptr Ink M 18:37 8+ F '29

Copy slants. R. Tinsman. Ptr Ink 144:62+ A 9 '28

First person confessionals—feminine gender E. Emmett. Ptr Ink 146:49-50+ Ja 10 '29

Has your business sex appeal? J. H. Collins il Nation's Business 16:23-5 D '28

Ladies invited. P. V. Keyes. Ptr Ink 147 3-4+ Je 13 '29

Mr Wortsmann asks a hard one: "Are picture of attractive looking girls the best mediu to attract the attention of housewives?" Ptr Ink 143:120+ Ap 5 '28

Pebeco advertises to women who smoke. i Ptr Ink 145:89-90+ O 25 '28

Picking on the cripples; appealing to anxiet of mothers. C. B. Larrabee. il Ptr Ink 143 17-20 Ap 12 '28

Reaching men via their wives; Rawlplug c W. R. Howard. Ptr Ink 145:156, 160-1 O '28

Reaching two groups of prospects with single campaign; Modess mother an daughter. J: M. Van Horson. il Ptr Ink 19:47-8+ Jl '29

Shall we join the ladies? excerpts. V. Flannery. Adv & Sell 11:32 My 16 '28; Ptr In 143:49 My 10 '28

When you advertise to Latin-American women. L. G. Muniz. il Ptd Salesmanship 53 145-6+ Ap '29

Why women read advertisements. R. S. Dur stine. Nation's Business 16:56+ Jl '28

Women's weight; a factor of surprising im portance to industry. M. Du Bois. il Ad & Sell 13:21-2+ S 4 '29

### Young men, Appeal to

Winning the younger market without losin the old; Dunlap hat. O. DeCamp. Ptr In 146:101-2 F 21 '29

### Young people, Appeal to

Plea for us oldsters. G: L. Price. il Adv Sell 10:28+ Ja 11 '28

To sell today—appeal to youth. A. L. Car mical. il Sales Management 15:645+ S '28

Youth market, present and potential. H: Ec hardt. il Adv & Sell 11:19-20+ Ag 8 '28

*See also* Advertising—Children, Appeal t

### Alaska

Advertising angles from Alaska. H. Blauvel il Ptr Ink M 18:58+ F '29

### Argentina

Argentina's whimsical poster mood. W. Larned. Ptr Ink M 18:83 My '29

### Austria

Austria's posters mirror the charm of a la of poster beauty. W. L. Larned. Ptr Ink 17:52+ Ag '28

## DVERTISING—*Continued*

### Belgium

Art of the poster enlivens phlegmatic Belgium. W. L. Larned. il Ptr Ink M 18:69 Mr '29

### Canada

Canada—a neglected direct-mail opportunity. D. Loughnan. il Ptd Salesmanship 52:246+ N '28

Canada is a foreign country. F. S. Chalmers. il Nation's Business 17:91-2+ S '29

Canadian poster must possess a dual personality. W. L. Larned. il Ptr Ink M 17:51+ S '28

Market in Canada for advertised products. Sales Management 14:sup511-12+ Mr 31 '28

### China

Adventures in Chinese advertising. E. Snow. il Adv & Sell 13:30+ My 1 '29

New commercial era dawns across the Pacific. J. Thompson. il Adv & Sell 11:21-2+ My 2 '28

When you advertise to Orientals. C. Crow. il Ptr Ink M 15:39-40+ D '27

### Czechoslovakia

Poster art in Czechoslovakia. W. L. Larned. il Ptr Ink M 18:50+ Ja '29

### Egypt

Egyptian poster art takes a literal trend. W. L. Larned. il Ptr Ink M 18:120+ Ap '29

### Europe

European advertising still in Sunny Jim stages. Sales Management 14:861-2+ My 26 '28

Use of modern art in pictorial advertising. R. C. Dreher. Spectator 123:29-30 O 10 '29

### France

American advertising man in France. C: A. Bates. il Ptd Salesmanship 52:21-3+ S '28

### Germany

Advertising in Germany. J. Byrne. il Ptr Ink 147:17-20 My 23 '29

We meet Baron von Huenefeld, advertising director; differences in American and German advertising. Ptr Ink 143:10+ My 10 '28

### Great Britain

Advertising illustration in England. G. Aymar. il Adv & Sell 12:20+ Ap 3 '29

Art of advertising. Economist 109:465-6 S 14 '29

British Empire's advertising campaign. T: Russell. il Ptr Ink M 19:34-5+ N '29

Direct-mail situation in Great Britain. Ptr Ink 146:97-8 F 21 '29

England advertises. D. L. Teilhet. il Adv & Sell 13:19-20+ Ag 7 '29

How Rolex watches won national distribution in England. S. T. Garland. il Sales Management 19:396+ Ag 31 '29

Is freak display killing American copy? English advertising man sees United States losing advertising leadership to Great Britain. F. McVoy. il Ptd Salesmanship 54:157-8+ O '29

It takes three years to sell England's 45,000,000 market. W. R. E. Baxter. Sales Management 18:466 Je 1 '29

London letters; notes on advertising and business affairs in Great Britain. A. Stote. Adv & Sell 11:32 Jl 25; 22 Ag 22 '28

Principal American advertisers operating in the British market. Sales Management 14: sup478-90 Mr 31 '28

Reaching the Empire through Britain. A. Stote. il Adv & Sell 12:21+ D 12 '28

Robey of Lincoln decides to send out a letter. C. McPherson. il Ptd Salesmanship 53: 414-16 Jl '29

To sell motor cars in Britain—appeal to snobbery. J. H. Peters. il Sales Management 15: 197+ Jl 28 '28

What I have learned about mail-order advertising in Great Britain. M. Rittenberg. Ptd Salesmanship 51:334-6+ Je '28

When you plan dealer helps for the British market. G. D. Young. il Sales Management 17:618+ Mr 16 '29

### Hawaiian Islands

Posters that say "Aloha oe"! W. L. Larned. il Ptr Ink M 18:65+ F '29

### India

India's poster message. W. L. Larned. Ptr Ink M 17:47+ D '28

Reaching India's eight per cent literates. S. C. Lynton. il Ptr Ink M 18:49+ Ja '29

Secrets of successful advertising and merchandising in India. H. J. Davis. il Sales Management 19:434-5 S 7 '29

Western advertising to eastern peoples: never the twain shall meet. S. C. Lynton. il map Ptr Ink M 17:34-6+ O '28

### Latin America

Export catalog should be a direct sales medium: Aeolian company. L. A. Goldsmith. il Ptr Ink M 18:65-6+ My '29

Planning advertising for Latin-America. R. B. Lockwood. il Ptd Salesmanship 51:36-9+ Mr '28

When you advertise to Latin-American women. L. G. Muniz. il Ptd Salesmanship 53: 145-6+ Ap '29

### New Zealand

Zealous New Zealander talks about his country. D. J. Richardson. Ptr Ink 149:78+ N 14 '29

### Poland

Poland's poster art reflects its rugged character. W. L. Larned. il Ptr Ink M 17:48+ N '28

### Russia

Russia—advertising field of the future. H. M. Hitchcock. il Ptr Ink M 16:51-2+ Ja '28

### South Africa

Tickling South Africa's palate with humorous advertising. E: Burnett. il Ptr Ink M 19: 154+ N '29

### Spain

Spanish poster art glamorous with romance and roses. W. L. Larned. il Ptr Ink M 16: 52+ Je '28

### Switzerland

Alpine ruggedness characterizes Swiss poster art. W. L. Larned. il Ptr Ink M 15:45+ D '27

### United States

Is freak display killing American copy? English advertising man sees United States losing advertising leadership to Great Britain. F. McVoy. il Ptd Salesmanship 54:157-8+ O '29

We meet Baron von Huenefeld, advertising director; differences in American and German advertising. Ptr Ink 143:10+ My 10 '28

## ADVERTISING, Association

Annual advertising appropriations made by associations. Am Gas J 129:41 N '28

Association advertising failures. Ptr Ink 144: 126 Ag 30 '28

Bath a day movement. Dom Eng 124:30-6 Ag 25 '28

Blasting away the rock on which joint campaigns founder. D. M. Hubbard. il Ptr Ink 142:125-6+ Mr 15 '28

Buffalo's billboard campaign reviewed. J: W. Fleming. il Dom Eng 124:18-20 Ag 11 '28

Can an association design useful dealer helps? Ptr Ink 143:156-7 Ap 12 '28

Canadian contractors join in co-operative campaign. il Ptr Ink 149:183-4 O 17 '29

Cinderella industry steps up; cooperative advertising campaign is staged by laundries. L. C. Ball. il Adv & Sell 11:40 S 19 '28

**ADVERTISING, Association**—*Continued*

Do mergers mean more co-operative advertising? A. E. Haase. Ptr Ink 142:49-50+ Mr 8 '28

Eight manufacturers of glycerin market product under one brand. J. M. Mosely. il Ptr Ink M 19:71-2 O '29

Entire rubber industry mobilizes in $415,000 institute campaign. L. M. Hughes. Sales Management 15:376 Ag 18 '28

Expanding the market for concrete masonry through national co-operative advertising. Concrete 35:16 Jl '29

Fruit growers' advertising grows from $17,000 to $1,600,000. map Sales Management 17:724 Mr 30 '29

Glove makers' joint campaign gets results. Ptr Ink 141:104 N 24 '27

Great shoe shine campaign; is some co-operative advertising being run into the ground? Ptr Ink 145:65-6+ D 6 '28

How a trade association created something to sell; a service idea of master steam fitters. il Ptr Ink 141:10+ D 8 '27

How advertising is helping to solve the farm problem. D. Francisco. Ptr Ink 144:64+ S 6 '28

How associations handle inquiries received from advertising. Ptr Ink 146:49-50+ Mr 14 '29

How the canners tackled the price problem. D. E. Libby. map Sales Management 14:971-2+ Je 9 '28

How to create consumer interest in basic materials; advertising program in behalf of oak. G. A. Nichols. Ptr Ink 146:17-20 F 21 '29

Industry united for publicity. W. M. Mason. Gas J (Lond) 184:275-6 O 24 '28

Is this the plan the book trade has been waiting for? Ptr Ink 144:121-3 Ag 23 '28

Kindling the prospect's imagination; current campaign of Associated tile manufacturers. R. Cole. il Ptr Ink 147:92-3 My 23 '29

Laundries are cashing in on their nationally advertised contest. J: W. Harrington. il Ptr Ink 143:61-2+ Je 7 '28

Life underwriters working for institutional advertising. R. B. Hull. Spectator 121:30+ sec 2 D 13 '28

List of cooperative advertising campaigns. Adv & Sell 10:38 D 28 '27

Localized advertising is backbone of photographers' prosperity drive. E. H. Shanks. il Ptd Salesmanship 52:214-16 N '28

Mercerizers give yarn consumers identification. il Ptr Ink 149:109-11 O 3 '29

More shoes for men. R. Leigh. il Business 9:34-5+ Ja '28

National advertising campaigns. R. Wood. Inland Ptr 80:785-7 F '28

New canners' campaign built around newspaper advertising. Ptr Ink 142:89-90+ F 16 '28

"No advertising—no loans" a banker's ultimatum to the rice industry. W. B. Edwards. Ptr Ink 142:25-6+ Mr 29; 143:148 Ap 5 '28

Paper plus printing tells the sales story. il Inland Ptr 80:808-10 F '28

Report of National educational publicity fund committee. Refrig W 62:23+ N '27

Results of the men's shoe campaign. Ptr Ink 149:112-13 O 31 '29

Saving the whole world's surface. W: R. McComb. Ptr Ink 142:148-9 F 2 '28

Sectional association as an advertiser; Southern clay products assn. A. E. Haase. Ptr Ink 143:133-5 My 17 '28

Soap industry sets out to clean some dirty corners. R. C. Edlund. il Ptr Ink 144:53-4+ S 6 '28

Soap makers aim to widen market. A. P. Ames. il Adv & Sell 10:23+ Ja 25 '28

Squeezing additional benefits out of the joint campaign. Ptr Ink 142:88 Mr 22 '28

Stretching the co-operative advertising dollar; Glass container association. I. G. Jennings. Ptr Ink 143:107-8+ Ap 5 '28

Sugar institute starts national advertising campaign. Ptr Ink 146:57-8 F 21 '29

Take shoes, for example; how the retaile in an under-advertised industry start something. R. Dickinson. il Ptr Ink 147:12 6+ My 23 '29

Teaching millions to buy. W: A. McGarr Forbes 21:22-4+ My 15 '28

Teaching the people of America to save wi steel; steel industry cannot afford to neglect trade extension activities. G: F Charls. Iron Tr R 84:773-8 Mr 21 '29

This co-operative campaign breaks with tradition; the Screen manufacturers' association of America. C: Noble. Ptr Ink 145:133 N 15 '28

Trade associations spend $20,000,000 in promotion. Sales Management 20:38 O 5 '29

Trigg saved the surface and doubled industry. W: A. McGarry. Forbes 21:15-16+ J 1 '28

Wanted, a list of associations that advertise Ptr Ink 148:66 Ag 8 '29

Which members' products shall be feature in the campaign? the Wallpaper manufacturers' association is featuring the paper of only five members. R. Brindze. il Pt Ink 143:134+ Ap 26 '28

*See also* Advertising, Cooperative; Citrus fruit—Advertising

**ADVERTISING, Cooperative**

Architects try advertising—now plan a bigge campaign. B. A. Grimes. Ptr Ink 143:41-2+ My 31 '28

At last the men's shoe industry starts it joint campaign. Ptr Ink 144:73 Ag 23 '2

Buffalo bakers go after the cake market. Pt Ink 144:25-6+ Ag 2 '28

Business and the plumbing and heating contractor. W. F. Rittman. Dom Eng 125:32- O 27 '28

Challenge to the sport goods industry. C. J Schuyler. il Adv & Sell 12:19-20+ D 26 '2

Community is built up by competitive, no coöperative, advertising! E. Sherman. Inland Ptr 84:81-2 O '29

Co-operating to sell electric appliances. il Ele West 61:196-7 O '28

Co-operation in the suburbs. S. Jordan. i Business 9:14-15+ Ap '28

Co-operation makes national advertisers o small companies; Pennsylvania slate institute. G: H. Wicker. il Ptr Ink 147:95-6 M 30 '29

Co-operative advertising sells refrigerators. i Elec West 63:180-1 O '29

Cooperative campaign sells sport of pleasur boating. H. M. Robinson. il Sales Management 19:394+ Ag 31 '29

Furniture industry takes a step forward. C G. Muller. Ptr Ink 142:129-30+ F 9 '28

Gas companies co-operate with manufacturer to increase sale of gas and appliances. i Ptr Ink 143:163-4 My 10 '28

Great shoe shine campaign; is some co operative advertising being run into th ground? Ptr Ink 145:65-6+ D 6 '28

Hardware dealers share cost of farm pape campaign. Sales Management 15:22 Jl 7 '2

How Seattle localized a national candy campaign. Ptr Ink 145:80 N 15 '28

New competition raises a fresh question when cotton, wool, silk and rayon all advertise. F. J. Ross. Ptr Ink 147:25-6+ My 1 '29

New England gas association joins wit manufacturers in cooperative advertising E. H. Bauer. il Gas Age 63:193-5+ F 9 '2 Same cond. Pub Serv Management 46:84- Mr '29

Northwest apple growers unite in advertising campaign. Ptr Ink 145:165-6 O 4 '28

Omaha printers put over a co-operative campaign. H. H. Gruenther. Ptd Salesmanshi 52:68+ S '28

100 producers, a wholesaler and 15,000 retailer join forces. A. H. Little. Ptr Ink 148:17- Jl 25 '29

Ornamental plasterers try joint advertising Ptr Ink 143:176+ Ap 12 '28

Plumbing trade watches local campaign a test. B. A. Grimes. Ptr Ink 141:61-2 D '27

**ADVERTISING, Cooperative**—*Continued*

Portland sells refrigeration. il Elec West 59: 212-14 O '27; Abstract. Elec W 90:1103-4 N 26 '27

Rayon plans to tell its story to the public. Ptr Ink 141:157 D 8 '27

Selling banking services by cooperative advertising. F. W. Ellsworth. Am Bankers Assn J 20:346+ N '27; Same. Comm & Fin Chr 125:109-11 sec 2 N 12 '27

Selling insurance by cooperative advertising. J. W. Longnecker. 252p F. S. Crofts & co., New York '29

Selling the basic idea; how the Jantzen knitting mills have secured the co-operation of allied manufacturers. R. Dickinson. Ptr Ink 144:57-8+ Ag 2 '28

Tourisme: a billion dollar industry. J. M. Campbell. il Adv & Sell 12:27+ Mr 6 '29

Utilities must regain old-time cooperative spirit. J. E. Bullard. Gas Age 61:170+ F 4 '28

We don't blame dealers for not pushing our line; Langenberg manufacturing co. (front rank steel furnaces). J: J. Walsh. Ptr Ink 148:128-9+ Jl 11 '29

*See also* Advertising, Association; Business streets—Advertising; Community advertising

### Jobbers and dealers

Brass-tack help afforded by two big jobbers; how Winchester-Simmons and Supplee-Biddle are co-operating with dealers. A. H. Van Voris. Ptr Ink 144:33-4+ Ag 2 '28

Six chain stores throw up the sponge. D. G. Baird. Sales Management 15:137-8+ Jl 21 '28

### Manufacturers and dealers

Chain stores and manufacturers join advertising forces. E. I. Mitchell. Ptr Ink 142: 77-8+ Ja 12 '28

Don't pay retailers to use your product as bait; buying space in a retailer's local advertisement. Ptr Ink 143:77-8+ Ap 5 '28

How Woolworth plans to advertise. Ptr Ink 146:10+ Ja 31 '29

Liggett invites manufacturers to join cooperative campaign. Ptr Ink 142:90+ Ja 12 '28

Retailers and manufacturers in joint campaign; American booksellers association sponsors idea. Ptr Ink 148:173-4 S 5 '29

Should manufacturers pay for chain store advertising? Liggett plan. Sales Management 15:23-4+ Jl 7 '28

Status of joint advertising between producer and distributor. A. H. Little. Ptr Ink 148: 33-4+ Ag 22 '29

Wilson brothers unite dealers to teach better selling methods. D. H. Steele. Sales Management 20:69+ O 12 '29

*See also* Advertising allowances

**ADVERTISING, Direct**

Retailer's opinion of direct advertising. A. H. Van Voris. il Inland Ptr 82:65-8 D '28

Tale of a Cleveland door-step. H. A. Haring. Adv & Sell 13:25+ My 1 '29

*See also* Advertising, Mail; Catalogs; House organs; Labels; Package inserts; Stickers

**ADVERTISING, Educational**

Advertising to cure prejudice; Georgia power company. il Elec Ry J 73:822-3 S '29

Cartoon copy shows up food faddist propaganda. il Ptr Ink 146:57-8 Mr 21 '29

Combatting consumer negligence with advertising; the 1929 fall Eveready Prestone campaign. A. M. Howe. il Ptr Ink 149:72-3+ O 10 '29

Courageous spending needed in industry; abstracts. C: F. Abbott. Iron Age 124:901-2 O 3 '29; Iron Tr R 85:1033-6 O 24 '29; Ptr Ink 149:88 O 10 '29; Brick & Clay Rec 75:742-5 D 3 '29

Defiance of tradition helped build this business; Traub wedding rings. O. De Camp. il Ptr Ink 141:85-6+ D 15 '27

Does unselfish advertising pay? the Metropolitan life insurance company evaluates its advertising. R. L. Cox. Ptr Ink 149:3-4+ O 24 '29

Educating the consumer is advertising's task. P. T. Cherington. Adv & Sell 11:22 Jl 25 '28

Empty cement bag calls on advertising for help. C: Noble. Ptr Ink 146:33-4+ Ja 10 '29

Fire insurance industry plans educational campaign. Ptr Ink 144:99-100 Ag 23 '28

How Bakelite uncovered new uses for the product. Sales Management 13:1117-18+ D 24 '27

How Parke, Davis advertises without losing its ethical standing. C. B. Larrabee. il Ptr Ink 144:105-8+ Ag 9 '28

How to create consumer interest in basic materials; advertising program in behalf of oak. G. A. Nichols. Ptr Ink 146:17-20 F 21 '29

Industry advertises—but not for increased sales; Roquefort cheese. E. Peterson. Ptr Ink 149:10+ O 17 '29

It can't be seen, heard or felt—but it can be advertised; fur cleaning. il Ptr Ink 143:171-2+ Ap 5 '28

Making more sales by the flank attack; educational catalog for golf clubs. S. W. Severance. il Ptr Ink M 19:98+ O '29

Middlemen of science; California dairy council. J: D. Blaine. il Business 9:12-13+ Ap '28

National vision—the prime requisite of financial advertising. J: A. Price. Ptr Ink 144: 109-10 Jl 12 '28

Notable publicity program. W. E. Mallalieu. Spectator 121:29+ sec 2 D 13 '28

Overcoming the inarticulate sales objection; Cyclone fence company. R. Crothers. il Ptr Ink M 16:40+ Mr '28

Prejudiced jury is target of street car company's campaign. il Ptr Ink 147:107-8 Je 20 '29

Schrader sponsors a new type of service for motorists; tire gages and valves. B. Crowell. il Sales Management 18:283+ My 11 '29

Selling the basic idea; how the Jantzen knitting mills have secured the co-operation of allied manufacturers. R. Dickinson. Ptr Ink 144:57-8+ Ag 2 '28

That the people may know! B. Barton. il Nation's Business 16:24-5+ Ap '28

Why Hohner invites direct consumer inquiries. W: J. Haussler. il Ptr Ink 146:33-4+ F 14 '29

Why the legal profession needs advertising. P. T. Cherington. Ptr Ink 142:49-50+ Mr 1 '28

*See also* Advertising, Association; Advertising, Institutional; Instruction in use of product; Money raising campaigns; Public utilities—Advertising

**ADVERTISING, Foreign**

Autocracy vs. democracy in world advertising; how far should the home office dominate? C: Noble. il Ptr Ink M 16:51-2+ Mr '28

Conduct your foreign advertising on the American plan; abstracts. D: L. Brown. Ptr Ink 147:162+ Ap 18 '29; Sales Management 18:136+ Ap 20 '29

Determining the export advertising appropriation. C. B. Larrabee. Ptr Ink 146:41-2+ Ja 31 '29

Du Pont sends textless advertising material to foreign agents; the agents insert text in blank spaces in folders and window displays. H. H. Lank. Ptr Ink 144:145-6+ Ag 30 '28

Educate the foreign buying public to the merits of your product. J. Klein. Ptr Ink 149:121-2+ O 10 '29

Export catalog should be a direct sales medium; Aeolian company. L. A. Goldsmith. il Ptr Ink M 18:65-6+ My '29

Export literature. F. M. Botelho. 26p American writers' press, Wayne, Pa. '27

Export managers discuss their selling problems. Ptr Ink 146:141-2+ Mr 28 '29

Foreign advertising methods. C: S. Hart. 262p De Bower pub. co., New York '28

**ADVERTISING, Foreign**—*Continued*

How American advertisers adapt their appeals abroad. R. Cole. il Ptr Ink M 18:38-9+ Ja '29

How good foreign advertising increases percentage of exports. C: S. Hart. Ptr Ink 143:113-15 My 3 '28

More export advertising. J. True. il Sales Management 16:234-6 O 27 '28

Preparing circulars in foreign languages. il Mach 35:514, 515 Mr '29

**Principal American advertisers operating in the British market. Sales Management 14: sup478-90 Mr 31 '28**

Reaching the foreign markets through advertising. W. Fowler. il Aviation 26:1067-9 Ap 6 '29

Selling for export by letter. B. O. Hough. Adv & Sell 10:27+ D 14 '27

Selling industrial products in foreign markets. E. T. King. Sales Management 18:349-50 My 18 '29

Selling to Europe. P. W. Meyeringh. il Adv & Sell 13:19-20+ S 4 '29

Shipment of samples and advertising matter abroad. R. P. Wakefield and H: Chalmers. U S Bur For & Dom Com Trade Promotion Ser 72:1-248 '29

**Shipment of samples and advertising matter to the British Empire. R. P. Wakefield. U S Bur For & Dom Com Trade Information Bul 557:1-53 '28**

Should export catalogs be printed in one or two languages? Ptr Ink 146:139-40 Ja 24 '29

Three essentials of direct advertising for exporters; expert translation, pictorial appeal and suitable colors; Golden state milk products co. A. Leinard. il Ptd Salesmanship 53:512-13 Ag '29

We advertised in foreign markets first; the Bristol-Myers company. W. L. Bomer. Ptr Ink 142:17-20 F 16 '28

Western advertising to eastern peoples: never the twain shall meet. S. C. Lynton. il map Ptr Ink M 17:34-64 O '28

What's in a name? everything, if you're selling abroad; Wrigley found Britishers would not buy gum. Ptr Ink 142:101-2 Mr 15 '28

When you advertise to Latin-American women. L. G. Muniz. il Ptd Salesmanship 53:145-6+ Ap '29

When you advertise to Orientals. C. Crow. il Ptr Ink M 15:39-40+ D '27

*See also* Country subdivisions under Advertising, e.g. Advertising—Canada

**ADVERTISING, Fraudulent**

California hits fraudulent real estate copy. Ptr Ink 146:92 F 14 '29

Federal trade commission has month of record activity; forty-nine stipulations settling cases. Nation's Business 16:122+ Je '28

Fool and his money. F. W. Parsons. Gas Age 62:539-40+ O 20 '28

**Government to call publishers' conference on fake advertising. Ptr Ink 143:10+ Je 7 '28**

Government urges publishers to unite against false advertising. Sales Management 16:104 O 13 '28

How the radio public is being fooled. il Radio N 10:29+ Jl '28

How the Trade commission will clean up advertising. Ptr Ink 148:111-12 S 19 '29

Newspaper attitude on censorship; abstracts. L: Wiley. Sales Management 19:298-9 Ag 17 '29; Adv & Sell 13:18 Ag 21 '29

No government censorship of advertising. A. E. Haase. Ptr Ink 143:33-4+ Je 28 '28; Same cond. Comm & Fin Chr 127:213 Jl 14 '28

**Open letter to the chairman of the Trade commission. Ptr Ink 143:25-6+ Je 14 '28**

Plans made for better business work with publishers. Ptr Ink 145:117 D 13 '28

Publisher and fraudulent advertising. W. E. Humphrey. Ptr Ink 145:28+ O 11 '28

Publishers' agreement on fraudulent advertising. Ptr Ink 145:140 O 18 '28

**Publishers help curb correspondence school advertising. Ptr Ink 143:112+ Ap 19 '28**

Publishers reply to the Commission. J. O'Shaughnessy. Ptr Ink 145:49-50+ O 11 '28

Record of advance skirmishes in the publishers'-conference sector. M. F. Baldwin. Inland Ptr 81:49-51 S '28

Trade commission meets to suppress fraudulent advertising. Adv & Sell 11:22+ O 17 '28

**Trade commissioner Myers votes against publishers' conference. Ptr Ink 143:41-2 Je 21 '28; Same. Comm & Fin Chr 126:3876-7 Je 23 '28**

Trade commission's advertising clean-up gets into action. Ptr Ink 147:33-4 Ap 25 '29

Trade practice conference with publishers. Ptr Ink 143:42+ Je 21; 41-2+ Je 28; 144: 95-6+ Jl 5; 112+ Jl 12; 130-1+ Jl 19 '28

*See also* Advertising—Laws and regulations; Advertising ethics; Better business bureaus; Printers' Ink model statute

**ADVERTISING, Good will.** See Advertising, Indirect; Advertising, Institutional

**ADVERTISING, Government.** See Government advertising

**ADVERTISING, Indirect**

Advertising the part to sell the whole. G. D. Crain, jr. il Nation's Business 17:46-8 N '29

Campaign of civic advertising by the Union trust company of Cleveland. il Bankers M 118:209+ F '29

Company that advertised a state; Alabama power company. W. J. Baldwin. Adv & Sell 10:36+ N 30 '27

**Getting the maximum returns from good-will advertising; Holmes & Edwards silver co. booklet on table service. W. B. Griffin. Ptr Ink 143:91-2+ Je 28 '28**

**Pardon my glove; furnishing correct styles for the artist's scrap book. Ptr Ink M 16:132+ Ap '28**

Public utilities and railroads teach an advertising lesson. Ptr Ink 148:145-6 S 12 '29

This advertising tells farmers what to grow; the farm-paper campaign of the New York Central. O. DeCamp. il Ptr Ink 143:10+ Ap 5 '28

We advertised our customers' products and increased our sales; Premax products, inc. G: O. Benson. il Ptr Ink M 17:51-2+ O '28

Western Electric advertises to popularize sound pictures. T: F. Walsh. il Ptr Ink 147: 112-13+ Ap 11 '29

*See also* Advertising, Educational

**ADVERTISING, Institutional**

**Advertising angle that will be good ten years from now; National bank of commerce newspaper campaign. Ptr Ink 144:10+ Jl 5 '28**

Advertising lesson from the Penney stores; this farm-paper program. R. W. Clarke. il Ptr Ink 148:113-14 Jl 18 '29

Advertising to offset the false report. Ptr Ink 144:92 S 13 '28

Almost all advertising is institutional. Ptr Ink 145:138 N 1 '28

Bank decides to identify itself in its community; the Irving trust company of New York starts an advertising campaign. R. Daniels. il Ptr Ink 147:10+ Ap 4 '29

Benefits and risks of institutional advertising. Ptr Ink 142:126 Mr 1 '28

Closely aimed institutional advertising; the Western electric company. Ptr Ink 142: 114+ Mr 29 '28

Co-ordinating the advertising of more than 100 subsidiaries; Cities service company. F. L. Blanchard. il Ptr Ink M 18:31-2+ My '29

How one retailer meets fly-by-night competition. C: G. Muller. il Ptr Ink 146:120+ Mr 21 '29

How we increase sales in a market of fixed limitations; H. S. Eckels & company. S. Massey. Sales Management 14:787-8 My 12 '28

Institutional advertising does require discussion. R. E. Baird. Ptr Ink 149:168+ N 7 '29

Institutional campaign built on humor; Wild's linoleum. R. Cole. il Ptr Ink 141:92-3+ D 1 '27

**DVERTISING, Institutional**—*Continued*

Institutional copy in the catalog. R. E. Ramsay. il Ptd Salesmanship 53:337+ Je '29

Making the home town proud of itself; Servel, inc., newspaper campaign. R. Cole. il Ptr Ink 144:25-6+ S 6 '28

Norton company's de luxe brochure; tribute to loyal employees. G. E. Mitchell. pl Ptd Salesmanship 53:510 Ag '29

Packard shows how to put a rumor to rout. Ptr Ink 144:10+ Ag 9 '28

Reputation—a priceless asset but often a false god. R. B. Lockwood. Ptr Ink 148:105-6+ Jl 11 '29

Seattle retailer turns columnist. Ptr Ink 141: 208+ N 10 '27

Sell the individual items first, then the institution. il Ptr Ink M 18:71 Je '29

This copy admits that the advertiser isn't always right; the Georgia power company. R. Crothers. il Ptr Ink 141:158+ D 8 '27

Why don't more chain store organizations advertise? O. Angell. Adv & Sell 12:36+ Ap 17 '29

*See also* House organs

**DVERTISING, Mail**

Advertising that paid its own way built this business; Brief English systems, inc. E. Whitmore. Sales Management 15:19+ Jl 7 '28

Agency art director looks at direct-mail material. G: Kirby. il Ptr Ink M 18:51+ Ja '29

Are strong-arm methods ever best in direct-mail? R. B. Lockwood. il Ptd Salesmanship 51:338+ Je '28

Bargain sale puts over Delco-Light direct mail story; dealers and salesmen pay for service. D. G. Baird. il Sales Management 18:71-2 Ap 13 '29

Baseball mailings. Ptd Salesmanship 51:406-8 Jl '28

Billion dollars for direct-mail. E. A. Malloy. Adv & Sell 14:20+ O 30 '29

Breaking direct-mail fetishes. J. Rotto. Ptr Ink 145:58+ N 1 '28

Business-getting campaign for a small-city hotel. W. A. Bacon. il Ptd Salesmanship 53: 353-4+ Je '29

Bussmann stands shoulder-to-shoulder with distributors. P. W. Plattenburg. Ptr Ink 144:136+ Ag 23 '28

Canada—a neglected direct-mail opportunity. D. Loughnan. il Ptd Salesmanship 52:246+ N '28

Cashing in on summer vacations of salesmen. J. M. Rathbone. Ptd Salesmanship 51:419-20 Jl '28

Chevrolet blankets country with spectacular 11,000,000 mailing. il Sales Management 20: 270+ N 9 '29

Consumers who fill out coupons—how shall they be sold? a retailer proposes direct mail plan to manufacturers. A. H. Van Voris. Ptr Ink 148:49-50+ Ag 15 '29

Copy slants. R. Tinsman. Ptr Ink 144:99-100+ Jl 19 '28

Coupon in direct mail advertising. E. T. Gundlach. Adv & Sell 12:25+ Ap 17 '29

Defensive direct mail selling. F. Fuchs. Adv & Sell 13:38+ O 16 '29

Demonstrations by mail. R. Crothers. Ptr Ink M 17:52+ Jl '28

Dennison mail aid service for its salesmen. E: M. Woolley. Ptd Salesmanship 52:264-6+ N '28

Developments in direct mail advertising during 1927. Sales Management 14:sup375-6 [bibliog. p. 392] Mr 31 '28

Direct-mail advertisers hold experience meeting. Ptr Ink 145:61-2+ O 25 '28

Direct mail advertising for banks. E. E. McCleish. Bankers M 115:635+ N '27

Direct mail campaign that paid hospital bills; supply salesman kept in touch with his customers. W. Parker. il Ptd Salesmanship 53: 329 Je '29

Direct mail coaching for retailers. A. H. Van Voris. Ptr Ink 143:129-30+ Je 7 '28

Direct-mail copywriter speaks out in public. A. T. Moore. Ptd Salesmanship 51:493-4+ Ag '28; Discussion. A. F. Bishop. 52:258 N '28; Reply. A. T. Moore. 52:368+ D '28

Direct mail experiments too costly. K. Collins. Adv & Sell 13:100 O 16 '29

Direct mail in the power department of a central station. J. E. Bullard. Elec West 62: 295 My '29

Direct-mail pieces that plus the sale. H. L. Bird. il Ptd Salesmanship 51:309-11 Je '28

Direct-mail plan used successfully to sell Stewart trucks; active dealer co-operation. R. G. Hatch. il Ptr Ink M 18:33+ My '29

Direct-mail situation in Great Britain. Ptr Ink 146:97-8 F 21 '29

Direct mail survey. Sales Management 19:295-6+ sec 2 S 21 '29

Direct mailings that successfully sold department stores. H. C. Hall. Ptr Ink M 16:78+ My '28

Does direct-mail advertising need re-naming? A. T. Moore. Ptd Salesmanship 52:544+ F '29

Does your advertising ignore these two important selling principles? R. Ruxton. il Ptd Salesmanship 53:15-17+ Mr '29

Down to brass tacks. C. S. S. Miller. 127p Spectator co., New York '28

Establishing a $40,000 business with printed enclosures; Hadley school of bookkeeping. D. H. Abbott. Inland Ptr 81:65-7 S '28

Exactly where does direct mail fit in? Ptr Ink 149:69-70+ O 17 '29

Fashion mailing that manages to look like last-minute news. il Ptd Salesmanship 54:21 S '29

53 checking points for direct mail. P. W. Combs. Ptr Ink 148:80+ Ag 15 '29

Fourth of July mailings. il Ptd Salesmanship 51:232-3+ My '28

From small letter shop to big direct-mail firm; Homer Buckley's success. J: L. Scott. il Ptd Salesmanship 51:134-6+ Ap '28

From the sheep's back to the old rose boudoir; Elwood Davis mfg. company, Bellefontaine, Ohio. Ptr Ink 146:96+ Mr 21 '29

Get your salesmen behind your direct mail: White company. S. P. Seward. Ptr Ink M 18:33-4+ Ap '29

Giving usable ideas to architects by direct mail; Pratt & Lambert, inc., gets a large response. W. P. Werheim. Ptr Ink 144: 140+ Jl 12 '28

Grandfather among mailing pieces; Keasbey & Mattison co. D. C. Miner. il Ptr Ink M 19:35+ Ag '29

Helping the retailer sell his whole line; direct-mail campaign of Acetol products, inc. R. Cole. Ptr Ink 147:118+ My 16 '29

Hitting the bull's-eye with direct mail based on marketing facts. G: L. Willman. maps Ptd Salesmanship 53:397-9+ Jl '29

How advertising agencies react to direct mail. T: D. Bird. Ptd Salesmanship 54:133-6+ O '29

How Cadillac sells annually $480,000 worth of direct mail to dealers. D. R. Erwin. il Sales Management 16:350-1+ N 10 '28

How creameries can use printed salesmanship. E. Whitmore. il Ptd Salesmanship 50: 514-18 F '28

How Dennison reaches specific industries by direct mail. E: M. Woolley. il Ptd Salesmanship 52:321-3+ D '28

How direct mail boosts department store sales. A. J. Fehrenbach. il Ptd Salesmanship 52:132-5 O '28

How direct mail straightens out sales curves for the coal dealer. J: L. Scott. il Ptd Salesmanship 51:495-9+ Ag '28

How five effective mailing pieces were sold with an idea. R: C. Walter. il Inland Ptr 82:53-5 Mr '29

How Health-O built $3,000,000 business with direct mail; securing and training distributors to sell direct to consumers. C. W. Van De Mark. Sales Management 20:85+ O 12 '29

How I learned that knock-em-dead copy doesn't always pay. P. W. Combs. il Ptd Salesmanship 53:404-5+ Jl '29

How many men open their own mail? il Sales Management 14:589-90+ Ap 14 '28

How Missouri Pacific staged a mail campaign. E. H. Shanks. il Ptd Salesmanship 52:562+ F '29

**ADVERTISING, Mail**—*Continued*

How Rochester Gas uses neighbor appeal to sell more furnaces. il Ptd Salesmanship 53:144 Ap '29

How Seiberling backs up its radio campaign with direct mail. J: Jensen. Ptd Salesmanship 51:383-6 Jl '28

How to get bigger returns from sales literature. D: H. Colcord. 128p Bronson Canode printing co., Chicago '28

How Todd lock-steps direct mail with personal selling. J. F. Kerwin. Sales Management 17:495-6+ Mr 2 '29

How we advertise 5,000 products; direct-mail advertising by the Sheet steel trade extension committee. S. A. Knisely. Ptr Ink 145:99-101 O 25 '28

Humanizing sales through humor; the story of Armand. C. Weeks. il Ptr Ink M 16:47-8+ Ap '28

If I had $25,000 to spend for advertising in 1928. C: A. Bates. Sales Management 14:15-16+, 199-200+ Ja 7, F 4 '28; Discussion. L. E. McGivena. 14:78-9 Ja 7 '28

Is the mail lead worth its cost to the salesman? C. C. Casey. Ptr Ink 142:105-8 Ja 12 '28

John Bull turns to direct mail as a space salesman. B. Lewis. Ptd Salesmanship 51:440+ Jl '28

Localized advertising is backbone of photographers' prosperity drive. E. H. Shanks. il Ptd Salesmanship 52:214-16 N '28

Longview—an advertising triumph; a magazine and direct-mail campaign. R. McDaniel. il Ptd Salesmanship 52:433-4+ Ja '29

McBryde is certain of getting his customer's greasing business because they're under contract. Pet Age 23:22-3 S '29

Mail plan that increased traceable sales from $1,900,000 to $16,000,000 in 14 years; the Phoenix Mutual. L. A. Soper. Ptr Ink 144:17-20 Jl 26 '28

Mail program that tripled our classified space. H. K. Goodall. Ptd Salesmanship 53:311-13 Je '29

Mailing pieces that break the ice for Studebaker salesmen. M. F. Rigby. il Sales Management 19:289-90+ Ag 17 '29

Mailing pieces that quadrupled an English firm's business. G: French. il Inland Ptr 83:52-4 My '29

Making use of the mailing wrapper. Inland Ptr 82:70 Ja '29

Manufacturers' direct advertising as the retailer sees it. A. H. Van Voris. il Inland Ptr 81:53-6 Jl '28

My reactions to fourteen assorted direct-mail conundrums. C: A. Bates. Ptd Salesmanship 52:217-18+ N '28

National Cash men manage their own mail advertising campaigns. A. B. Gary. il Sales Management 19:431-2 S 7 '29

National poker game brings big returns; Rawlplug company. W. R. Howard. il Ptr Ink M 17:52+ S '28

New business is built by mail in 43 months. R. Cole. il Ptr Ink M 15:51-2+ D '27

New models in direct advertising. E. H. Shanks. il Ptd Salesmanship 53:303-5+ Je '29

Nothing to advertise; Williamsport mirror & glass co. F. O. Hough. Ptd Salesmanship 53:401-3+ Jl '29

Now will direct-mail advertisers behave! Senator Copeland on use of "personal" on advertising mail. Ptr Ink 142:102 F 16 '28

One new item breaks trail for entire line; Dangler stove company. H. Kerk. il Sales Management 18:144+ Ap 20 '29

Only qualified prospects get Stromberg-Carlson quality campaign. B. J. Sweetland. il Ptd Salesmanship 51:471-3 Ag '28

Personal and private; a growing practice among advertisers which is doing far more harm than good. A. Bradbury. Ptr Ink 144:25-6+ Ag 23 '28

Pitfalls and profits in direct-mail campaigns. J. M. Segl. Ptr Ink 141:156+ N 24 '27

Printed garbage. A. Hovey. Ptd Salesmanship 51:416-18 Jl '28

Printer's part in community advertising. H L. Bird. il Ptd Salesmanship 51:122-4 Ap '2

Printing firm's own campaign proves value o direct advertising. D. Quayne. il Inland Pt 83:85-6 Je '29

Pro and con of direct mail appliance advertis ing. F. H. Williams. Gas Age 60:974+ D 2 '27

Proper use of direct mail; gas appliances. J Lambert. Gas Age 63:62+ Ja 12 '29

Putting power into your advertising. R. Ruxton. il Ptd Salesmanship 54:72-4 S '29

Qualification idea in personal selling applied to advertising. R. Ruxton. il Ptd Salesmanship 53:210-11+ My '29

Raised printing in direct-mail advertising. J: T. Bartlett. Inland Ptr 80:440 D '27

Retailer is being educated by direct mail. A. H. Van Voris. Ptr Ink 145:164-5+ O 11 '28

Robertson Protected Metal campaign drives home one point at a time. B. Lewis. Ptd Salesmanship 51:244 My '28

Sales and profits here for dealers who act. L. W. Arny. il Sheet Metal Worker 19:3-4 Ja 13 '28

Selling antiques by direct-mail advertising. F. M. Frost. il Ptr Ink M 17:77 Jl '28

Selling Mazdas direct-by-mail. H. D. Makeever. Pub Serv Management 44:85-6 Mr '28

Selling the customer after he has bought; Dayton steel racquet company. S. C. Allen. Ptr Ink 148:25-6+ S 26 '29

Selling to farmers with mail advertising. R. McDaniel. il Ptd Salesmanship 50:358+ D '27

Shark's teeth teasers. il Ptd Salesmanship 51:487-9 Ag '28

Short course on direct mail. R. Bartholomew. 63p Publishers ptg. co., New York '28

Sixteen ways to make stuffers pay. H. L. Bird. il Ptd Salesmanship 53:216-18+ My '29

Small orders and smaller profits. J. C. Aspley. il Ptd Salesmanship 52:203-5+ N '28

Sold: $260,000 worth of automobiles in four and one-half days. A. W. Rucker. Ptd Salesmanship 50:237-8 N '27

Some folks are never happy until they make simple things complicated. C: A. Bates. Ptd Salesmanship 50:315-16+ D '27

Some pointers on the use of direct mail by life insurance agents. A. E. Roche. Spectator 121:41+ O 25 '28

Some things I have learned about making mailing pieces pull. C. D. Maddy. Sales Management 18:124-6 Ap 20 '29

Status of the stuffer. il Ptr Ink M 19:86+ S '29

Stepping up sales on overlooked lines; how Standard Accident (Detroit) focused agents' efforts on less widely known policies. L. R. Wood. il Ptd Salesmanship 53:55-7 Mr '29

Sure-fire mailing folders. G. P. Farrar. Ptr Ink M 16:72+ F '28

Ten things bitter experience taught me about direct mail. P. Crissey. Sales Management 13:927-8+ N 26 '27

This direct mail campaign doubled sales within a year; California mausoleum company. M. N. Goodnow. il Sales Management 19:195-6 Ag 3 '29

This direct-mail campaign for dealers avoids pitfalls; Tide Water oil. C. B. Larrabee. il Ptr Ink 146:187-8+ Ja 17 '29

Three media join to put over new Windsor car in eight months. Sales Management 19:254+ Ag 10 '29

Three sources of waste in today's advertising. C: A. Bates. il Ptd Salesmanship 51:482-3+ Ag '28

To make a sale, first get the buyer to think as you do. C: A. Bates. il Ptd Salesmanship 53:126-7+ Ap '29

Transparent wrap tells its own story. H. A. Haring. il Adv & Sell 14:26-7+ O 30 '29

Treasure hunts and sales. Ptd Salesmanship 52:40-4 S '28

Use of direct mail in gas company advertising. H: Obermeyer. Gas Age 64:31-2+ Jl 6 '29; Same. Am Gas J 131:53-4+ Jl '29

Use of direct mail to secure banking and trust business. Trust Companies 47:667-8 N '28

**DVERTISING, Mail**—*Continued*

Using direct mail in the selling of securities. R. G. Fields. Adv & Sell 13:25+ O 16 '29
Value of direct-by-mail advertising. Concrete 35:43-4 Ag '29
We ignored mailing precedents and sales jumped; Royal Worcester corset co. J. Sill. il Ptr Ink M 19:33+ O '29
We use a sample campaign to sell direct mail. M. B. Cutler. il Ptd Salesmanship 51:144-5 Ap '28
What belongs on the outside of a direct-mail envelope? Ptd Salesmanship 52:299-301 D '28
What can a man say? A. Bradbury. il Ptr Ink 141:157-8+ D 1 '27
What 78 architects and builders look for in their direct mail. il Ptd Salesmanship 54:24-7+ S '29
What the coupon brings. il Ptd Salesmanship 48:125-9, 224-32, 329-35, 419-25, 515-23; 49:35-40, 131-6, 229-35, 335-43, 437-43, 525-30; 50:49-55, 151-2+, 261-6+, 339-43, 443-4+, 547-8+; 51:61-2+, 168-70+ O '26-Ap '28
When sales lagged, direct mail saved the day; Michigan Bell Telephone. C. B. Schoonmaker. il Ptd Salesmanship 53:527-8+ Ag '29
When there are doors to be opened. L. E. Baird, jr. il Ptd Salesmanship 54:117 O '29
When we checked out of shows and used better printing instead; furniture factories. A. F. Debelack. il Ptd Salesmanship 50:223-6 N '27
Why Alemite tested its dealer plan in forty cities. F. R. Cross. il Ptd Salesmanship 52:521-3 F '29
Why not hire a mail salesman to cover neglected sales opportunities? E. H. Schulze. Adv & Sell 13:38+ My 15 '29
Why some direct mail pulls—and some does not. C. A. Bates. Ptd Salesmanship 51:301+ Je '28
Why the rich booklet does not always capture the beautiful prospect. R. Ruxton. il Ptd Salesmanship 53:436-8+ Jl '29
Why we cut our mailing list two-thirds; York heating and ventilating corporation. T. Lewis. Ptr Ink 147:65-6+ Ap 11 '29
Will purchasing agents read direct mail? N. Lewis. Sales Management 15:369 Ag 18 '28
Willys-Overland's year-in and year-out direct-mail program. D. G. Baird. il Sales Management 17:710-12 Mr 30 '29
Winning a political campaign with direct mail. D. Loughman. il Ptd Salesmanship 51:421-3 Jl '28
The winning hand. il Ptd Salesmanship 50:210-12+ N '27
With envelopes to match. A. R. Hahn. Ptd Salesmanship 50:347-8 D '27
Your opportunity: fine advertisements supported by fine direct-mail printing. S. E. Lesser; M. F. Baldwin. Inland Ptr 82:64-6 F '29

*See also* Advertisements—Books and booklets; Advertisements—Christmas cards; Advertising cutouts; Broadsides (advertisements); Catalogs; Follow-up systems; House organs; Mail order business; Mailing lists; Order blanks; Printing trade—Advertising service; Sales letters

### Air mail service

Air mailing that reached 700,000 names; Willys-Overland uses 21 planes. il Ptd Salesmanship 53:33 Mr '29
How advertisers are cashing in on the new air-mail rates. H. Crary. il Ptd Salesmanship 52:15-16+ S '28
Printing and air traffic. J. E. Bullard. Inland Ptr 81:84-5 My '28
Reduced rates boom air mailings. D. G. Baird. il Sales Management 15:533+ S 8 '28

### Failures

Direct-mail campaign that failed. Ptr Ink 142:25-6 Mr 1 '28

### Inquiries

Addometer simplifies the handling of inquiries. C. F. Moss. il Sales Management 18:449-50+ Je 1 '29
Four kinds of prospects sorted by questionnaire; Buckeye incubator company. R. A. Essex. Sales Management 15:701+ S 29 '28
Is volume of inquiries a fair test of direct mail? Ptd Salesmanship 51:266+ My '28
Just inquiries—or inquiries that yield sales at a profit? A. W. Rucker. il Sales Management 17:552-4+ Mr 9 '29
Making it easy for the reader to act. R. B. Lockwood. il Ptd Salesmanship 52:158+ O '28
This blind worship of direct-mail inquiries. O. E. Reed. Ptd Salesmanship 52:250+ N '28

### Letters

*See* Sales letters

### Planning

Analyze—don't synthesize—your direct-mail problems. R. Ruxton. il Ptd Salesmanship 53:523-4+ Ag '29
Finding a scientific approach to direct mail. M. G. Silver. Ptd Salesmanship 53:417-19 Jl '29
We charted the entire campaign before writing a line of copy; Pioneer Hatchery advertising. J. C. Knollin. il Ptd Salesmanship 53:38-41 Mr '29
Westinghouse plans biggest direct-mail campaign. A. J. Slomanson. il Ptd Salesmanship 53:317-19 Je '29
When we get a good letter we use it six times; Barrett-Cravens company. E. J. Heimer. il Ptd Salesmanship 53:424-5+ Jl '29

### Postal cards

Advertiser defends business-reply cards and envelopes on basis of results yielded. R. M. Cain. Inland Ptr 84:61 N '29
Advertising ice with the humble post card. S. K. Hargis. Refrig W 64:27-8 Ag '29
Big mailing test proves business reply card 13 per cent more efficient than government postal. C. D. Maddy. Sales Management 18:550+ Je 15 '29
C.O.D. mailing card brings 27 per cent inquiry return. Ptr Ink 149:100 O 17 '29
C.O.D. reply card still on trial. H. L. Bird. Ptd Salesmanship 53:358+ Je '29
Discovering who the good prospects are. B. Olsen. il Ptr Ink M 18:114+ Mr '29
Dress up that C.O.D. envelope and card. E. P. Hermann. Ptr Ink 147:112+ Je 20 '29
Extra color adds punch to the post card. E. H. Shanks. il Ptd Salesmanship 51:318-19 Je '28
How advertisers may make use of the business reply card. Ptr Ink 143:116+ Je 28 '28
How Spokane sells appliances. il Elec West 61:290 N '28
How ten postals brought easier interviews for subdivision salesmen. L. Porter. il Ptd Salesmanship 53:34-6 Mr '29
How we sold a patrician market with plebeian postals; Cleveland's exclusive food shop. E. J. Metzger. il Ptd Salesmanship. 54:43-4, 46 S '29
Improving upon the business-reply card. W. F. Wallace. Inland Ptr 82:64 D '28
Making return cards dig up first-hand information; Chromalox heaters. W. H. Snead. il Ptr Ink M 16:43-4+ Mr '28
Newspaper uses business-reply cards. J. B. Gray. Inland Ptr 82:107 Ja '29
One-a-penny salesmen. N. Krichbaum. Ptr Ink M 16:120+ Mr '28
Our experience with stamped inquiry cards. G. E. Russell. il Ptd Salesmanship 51:506+ Ag '28
Pay on delivery plan to be ready next month. W. Fawcett. Sales Management 14:1119 Je 23 '28
Relative effectiveness of postal cards and processed letters. Ptd Salesmanship 50:467+ Ja '28

## ADVERTISING, Mail—Postal cards—*Continued*

Return cards that keep out of sight until they are wanted. L. Mellett. il Ptd Salesmanship 52:408-10 Ja '29

Two more defenders of the C.O.D. mailing card. Ptr Ink 149:65-6 O 24 '29

Use of automatic order blanks. Ptr Ink 146:49-50 Ja 24 '29

Virginia Dare vineyards succeeded in making the sphinx talk. C. McPherson. il Ptd Salesmanship 53:219-20 My '29

Vogue of the post card. A. R. Hahn. il Ptd Salesmanship 50:449-50 Ja '28

What advertisers report about the C. O. D. mailing privilege. Ptr Ink 147:100-1+ Ap 18 '29

What makes a return card pull? C. McPherson. il Ptd Salesmanship 51:479-81 Ag '28

### Return envelopes

Return envelope or return card—which? H. L. Bird. Ptd Salesmanship 53:411-12 Jl '29

### Returns

Campaign that revived flagging dealer interest; Georgia marble company. R. McDaniel. il Sales Management 19:342+ Ag 24 '29

Charting a campaign by expected returns. G. Adams. il Ptd Salesmanship 51:304-5 Je '28

Could they have done better? Ptr Ink 144:84 Jl 12 '28

Direct mail sampling campaign that pulled 18 per cent replies for Upson board. H. C. Hall. il Ptr Ink M 16:78+ Ja '28

How many inquirers for this catalog will buy from it? Ptr Ink M 16:108 Mr '28

How to get new accounts at a cost of $13.39 each; the results of Ely & Walker dry goods company's direct-mail campaign. G. A. Lang. Ptr Ink 146:17-20 Ja 24 '29

Inquiries jumped 50 per cent when Ditto vocationalized direct mail. D. G. Baird. Sales Management 19:569-70 S 28 '29

Pick your future customers—and keep after them! a small grocer tried this plan. L. S. Cass. il Ptd Salesmanship 51:401-2 Jl '28

Sampling campaign that pulled forty per cent. G: Fellows. il Ptd Salesmanship 53:433-4 Jl '29

$78,000 in orders on first call after this direct mail campaign; United autographic register company of Chicago. H. Kerk. Sales Management 17:671+ Mr 23 '29

This talk about the returns from mail advertising falling off. H. W. Peabody. Ptd Salesmanship 50:426-7 Ja '28

Wanderlust atmosphere jumps returns on travel mailings; Thos. Cook & son. Sales Management 16:232+ O 27 '28

What direct mail did for Durant's western sales. H. Moriarty. il Ptd Salesmanship 53:493-6 Ag '29

### Schedules

Infrequent costly mailings vs. frequent inexpensive mailings; M. B. Skinner co. K. G. Merrill. Ptr Ink 146:49-50+ Mr 21 '29

Ninety mailings a year—to hold present customers; Kleinhans company, Buffalo. R. K. Doran. il Ptd Salesmanship 53:129-32 Ap '29

Some tips on timing direct mailings. C: S. Wiggins. Ptr Ink 148:125-7 Jl 25 '29

What is the best day of the month to mail catalogs? Ptr Ink 144:97-8 S 13 '28

### Testing

Must direct mail always be a gamble? R. Ruxton. Ptd Salesmanship 53:306-7+ Je '29

Six yardsticks for direct-mail tests. H. L. Bird. il Ptd Salesmanship 52:11-14 S '28

We solve our direct-mail problems with tests; Delane Brown canned food. G: Dugdale. Ptr Ink 145:25-6+ O 18 '28

Will prospects pass judgment on campaigns? D: Loughnan. il Ptd Salesmanship 53:245 My '29

## ADVERTISING, Modernist. See Advertisements—Typography; Advertisements, Pictorial—Modernism

## ADVERTISING, National

Advertised lines are this jobber's whole stock in trade; Dessauer & Engel. G. A. Nichols. Ptr Ink 144:53-4+ Ag 9 '28

Advertising built this million-dollar business; Sanitarium equipment company. D. G. Baird. il Sales Management 16:81+ O 13 '28

Advertising lifts a product out of the price-haggle rut; John Russell cutlery company. L. D. Bement. il Ptr Ink 144:25-6+ S 20 '28

Advertising the hard-to-advertise product; National casket company. C. B. Larrabee. Ptr Ink 149:67-8+ N 14 '29

Advertising the part to sell the whole. G. D. Crain, jr. il Nation's Business 17:46-8 N '29

America's drinkers respond to advertising; how national advertising has made a straw a necessary part of a drink. L. B. Platt. il Ptr Ink M 17:33-4+ Ag '28

Businesses built on sand versus quality advertised goods. E. Brisacher. Ptr Ink 144:3-4+ Ag 16 '28

Can advertising shoulder more of the sales burden? advertising for the dealer instead of to him. E. Whitmore. Sales Management 14:577-8+ Ap 14 '28

Cannon's step-by-step advertising career. A. E. Haase. il Ptr Ink M 17:29-30+ Ag '28

Chain price cutting of advertised lines. F. S. Gates; T. W. La Batt. Sales Management 16:722-3+ D 22 '28

Chain with limited distribution advertises nationally; Walgreen drug stores. F: Read. Ptr Ink 147:128-9 Je 20 '29

Consumer campaign opens new markets for a basic product; Monel metal. C: G. Muller. il Ptr Ink 147:80+ Je 20 '29

Dartnell check-up on distribution of advertised products. il Sales Management 13:858+, 954+, 1044+, 1132+; 14:49-50+, 145-6+, 225-6+, 315-16+ N 12 '27-F 18 '28

Dealer lists reasons why he prefers advertised lines. O. H. Greene. Ptr Ink 145:172-3+ N 8 '28

Department store complains about profit margins on advertised brands. D. F. Kelly. Ptr Ink 142:3-4+ Ja 26 '28; Discussion (Why pick on Listerine, Mr Kelly?). C: L. Yost. 142:33-4 F 23 '28; Discussion (What's your answer to this, Mr Kelly?). D. S. Cowling. 142:69-70+ Mr 1 '28

District sales managers govern this national campaign; National biscuit company lets them choose copy for their territories. il Ptr Ink 147:10+ Je 6 '29

Fifty-year-old company starts to advertise nationally; Stein's toilet goods. A. Moodie. il Ptr Ink 148:106-8 Ag 29 '29

Food business is being rebuilt on an economic basis. W. R. Patterson. Ptr Ink 144:125-7 Ag 2 '28

Great battle of manufacturers and retailers; Mr Mazur sees an increasing use of advertising. A. E. Haase. Ptr Ink 142:119-20+ Mr 22 '28

How a jobber gets national advertising to increase his dealers' sales; Belcher & Loomis hardware company. D. Gridley. il Ptr Ink 143:81-2+ Je 14 '28

How much of an asset is your advertising? Comm & Fin 17:2177-8 O 10 '28

How Woolworth plans to advertise. Ptr Ink 146:10+ Ja 31 '29

Investigation shows many products to be under-advertised and haphazardly sold. E. Whitmore and D. West. il Sales Management 14:540-4+ Mr 31 '28

Is speculation killing the new advertiser? R. B. Simpson. Adv & Sell 13:28+ Jl 24 '29

Make sure it will sell before you advertise it; W. A. Case & son mfg. co., established 1853, inaugurates its first national advertising campaign. E. W. Case. il Ptr Ink 146:33-4 F 21 '29

Manufacturers are to blame for some lost retail profits. F. P. Seibert. Ptr Ink 142:93-4+ Mr 22 '28

**ADVERTISING, National**—*Continued*

Modern Cato mounts the rostrum; testing laboratory organized by National retail dry goods association. W. B. Edwards. Ptr Ink 142:113-14+ F 16 '28

National advertising. (In University debaters' annual, 1928-1929). E. M. Phelps, ed. p 387-426 [bibliog. p. 420-6] Wilson, H. W. '29

National versus retail advertising. R. Borsodi. Adv & Sell 11:24 Jl 11 '28

No debate between manufacturers of advertised goods and retailers. Ptr Ink 144:109 S 20 '28

No price haggling with this advertised line; Aladdin manufacturing co. O. Sacksteder, jr. Ptr Ink 146:136 Ja 17 '29

Putting local flavor in national advertising: Vanity Fair silk mills feature certain cities and retailers. C. G. Muller. il Ptr Ink M 15:44+ D '27

Quality and price are stepping aside for a known name. T. D. Wolfe. Ptr Ink 149:41-2+ N 7 '29

Retailer's attitude toward advertising. P. M. Mazur. Ptr Ink 143:36+ My 17 '28

Should the sectional manufacturer advertise nationally? Standard oil of New York. il Ptr Ink 143:145-6+ My 10 '28

Socony advertises nationally for local distribution. il Adv & Sell 11:34 Je 13 '28

Special discounts vs. consumer advertising. Ptr Ink 141:165-6 N 10 '27

Teaching dealers the value of national advertising; C. F. Church manufacturing company. J. L. Campbell. Ptr Ink 144:3-4+ S 13 '28

Toilet goods buyers are demanding nationally advertised goods. D. S. Cowling. Ptr Ink 145:53-4+ N 15 '28

United Cigars enter national advertising; $2,000,000 budget. A. C. Allen. Sales Management 18:549+ Je 15 '29

Wanted—a yardstick for advertising; experiences of the Electric hose and rubber company as told by C. D. Garretson. J. True. il Nation's Business 16:15-16+ Je '28

What chain-store buying means to advertising. A. F. Vars. Ptr Ink 148:3-4+ S 5 '29

What constitutes a reasonable retail profit margin? J. B. Whalley. Ptr Ink 142:73-4+ Mr 8 '28

What national advertising can do for the specialist; how a women's hat business in San Francisco came into possession of a national mark. Ptr Ink 145:72-3 O 25 '28

When we scrapped private brands our real growth began. Ptr Ink 142:153-4+ Mr 1 '28

Why International Shoe has been converted to national advertising. F. C. Rand. il Sales Management 18:497-8 Je 8 '29

Why this wholesaler pushes advertised brands. B. G. Priestley. Sales Management 17:267+ F 2 '29

Why Winchester dropped the exclusive agency plan. C. S. Hutt. Ptr Ink 147:17-20 My 2 '29

Woolworth company, converted to advertising after fifty years, to start $1,500,000 campaign. L. M. Hughes. Sales Management 17:217 Ja 26 '29

Yes, the wholesaler will push advertised brands. M. T. Shaw. Ptr Ink 148:93-4+ Ag 29 '29

*See also* Advertising appropriations; Advertising campaigns

**Statistics**

Comparative national newspaper advertising summary for November. Ptr Ink M 16:156+ Ja '28 [continued monthly]

Expenditures in leading national advertising fields. Adv & Sell 12:52 D 26 '28 [continued monthly]

National advertising in newspapers, June 1925-Aug. 1927. Survey of Cur Business 75: 25 N '27

National magazine advertising up $211,400 in 1928. Sales Management 17:136, 145 Ja 19 '29

National newspaper advertising in 50 cities; summary for January, 1928-1929; arranged by place and industry. Ptr Ink M 18:50-1 Mr '29 [continued monthly]

Newspaper lineage of large national advertisers. Sales Management 14:sup218+ Mr 31 '28

**ADVERTISING, Outdoor**

Billboard comes into its own. il Gas Age 64: 65-6 Jl 13 '29

Coming aviation age to horizontalize advertising! L. C. Randolph. il Adv & Sell 11:40+ Je 27 '28

Compilation of laws of the several states, in force on January 1, 1928. 51 numb 1 U.S. Bureau of public roads, Washington '29

Growth of outdoor advertising in 1927. Sales Management 14:sup351-2 Mr 31 '28

Outdoor advertising and the agency. H. T. Ewald. Ptr Ink 144:42+ Jl 19 '28

Outdoor advertising—the modern marketing force. 227p Outdoor advertising assn. of America, inc., Chicago '28

Pacific coast as a market for commodities, and the outdoor advertising facilities available in this territory. 174p, 190 numb l Foster and Kleiser co., San Francisco, Calif.; New York '28

Sky's the limit; a giant magic lantern converts the heavens into an advertising medium. E. H. Felix. il Adv & Sell 10:30+ N 30 '27

Suit against out-door advertising ended by consent. Ptr Ink 147:72 My 9 '29; Adv & Sell 13:81+ My 15 '29

Traffic maps for outdoor paint. il Sales Management 14:761+ My 12 '28

*See also* Billboards; Electric signs; Posters; Show cards; *also* General outdoor advertising company

**Rates**

Outdoor advertising rates, cities of 100,000 population and over. Sales Management 14: sup353, 356 Mr 31 '28; 19:285 sec 2 S 21 '29

**ADVERTISING, Political.** See Political advertising

**ADVERTISING, Soliciting of**

Advertising agent answers the sales managers. J. E. McGiffert. Sales Management 16:17+ O 6 '28

Advertising man's answer to the sales manager. M. Martin. Sales Management 15:146+ Jl 21 '28

Another plan to conserve time of space buyer and salesman. B. A. Grimes. Ptr Ink 147: 94+ Ap 4 '29

Be fair to the space salesman. H. R. Baker. Adv & Sell 10:36 Ja 25 '28

Checking point for the big boss. M. L. Wilson. Ptr Ink 147:103-4 My 16 '29

Economy in solicitation methods discussed at New York conference. Ptr Ink 143:184-5 Je 14 '28

How Modern Priscilla found a new application of reader interest. E. R. MacAusland. pl Ptd Salesmanship 52:304 D '28

How our newspaper gets and retains national advertising; Logan (W. Va.) Banner. A. Downs. il Inland Ptr 82:81-4 Mr '29

How should an advertising agency solicit accounts? Ptr Ink 145:77-8+ O 11 '28

John Bull turns to direct mail as a space salesman. B. Lewis. Ptd Salesmanship 51: 440+ Jl '28

Little letters to emphasize big points. C. McPherson. il Ptd Salesmanship 53:27-9 Mr '29

Make 'em take it, and make 'em like it. S. E. Kiser. Adv & Sell 13:34+ S 18 '29

My adventures as a Yankee space salesman in Japan. I. A. Vladimir. il Adv & Sell 10: 22+ D 28 '27

Newspaper executives talk shop. Ptr Ink 149: 84+ O 31 '29

Notes from an agency solicitor's notebook. Adv & Sell 12:62-3 D 12 '28

100 checking points for advertising salesmen. M. L. Wilson. Ptr Ink 145:17-20+ D 20 '28

100 checking points for space buyers. M. L. Wilson. Ptr Ink 147:3-4+ Ap 11 '29

**ADVERTISING, Soliciting of**—*Continued*

Plea for the advertising agency solicitor. H. Smith. Ptr Ink M 17:71+ N '28

Red hot solicitations that left us cold. J. W. Critchfield. Sales Management 15:195-6 Jl 28 '28

Sales information is what the space buyer wants. E. J. Byrne. Ptr Ink 146:65-6+ Mr 21 '29

Sales manager's reactions to agency solicitors Sales Management 14:1169-70+ Je 30 '28; Discussion. 15:257+ Ag 4 '28

Selling and buying advertising space. A. J. Slomanson. 157p Lloyd pub. co., New York '28

Some agency salesmen I have met. E. B. Self. Ptr Ink M 17:39-40+ S '28; Discussion. G: H. Allcock; E. B. Self. 18:45+ Ja; 44+ F '29

Some alibis of the non-advertiser. Ptd Salesmanship 52:513-14+ F '29

Space buyer and the publisher's solicitation Ptr Ink 144:49 Ag 2 '28

Space buyer gives some hints to space sellers. Ptr Ink 142:60 Ja 26 '28

Space buyer hears a new solicitation. A. L. Carmical. Adv & Sell 11:28+ Ag 8 '28

Space selling is fruitful of arguments; Technical publicity association symposium. Ptr Ink 145:104+ D 20 '28

The Sun uses direct mail to reach the advertising novice. il Ptd Salesmanship 52:336-336d D '28

Sure-fire millions; experience of Pine tree products co. with advertising. B. B. Van. Ptr Ink 144:17-20 Jl 5 '28

Thumbs up—for agency salesmen. R: W. Fox. Ptr Ink M 19:46+ Jl '29

To save time and increase efficiency of advertising salesmen; a postcard system. A. J. Slomanson. Ptr Ink 146:10+ Mr 14 '29

Too much cooling of high-priced heels. R. Dickinson. Ptr Ink M 19:56+ O; 52+ N '29

Two ways to answer "but my business is different." Ptr Ink 148:84 S 26 '29

What big business expects of newspaper advertising. G. C. Brown. Ptr Ink 149:41-2+ O 31 '29

Why do publication salesmen gossip about their competitors? Let's stop it. A. J. McElhone. Adv & Sell 10:36 N 16 '27

Why I do not use an advertising agency. R. Cole. Ptr Ink 142:73-4+ F 9 '28

Why not bulletin boards in agencies for space salesmen? A. J. Slomanson. Ptr Ink 143: 72-3 My 3 '28

*See also* Advertising—Advertising agencies, Appeal to; Advertising agencies; Printing trade—Advertising service

**ADVERTISING, Trade union**

Trade union advertises against canned music. Ptr Ink 149:104 O 24 '29

**ADVERTISING affiliation**

Annual convention, 25th, Rochester, June 8-9. Ptr Ink 143:53-4 Je 14 '28

Annual convention, 26th, London, Ontario. Ptr Ink 147:165+ My 23 '29

**ADVERTISING agencies**

Advertiser asks too much of the agent and publisher. H. W. Dickinson. Ptr Ink 148:72-3+ Ag 8 '29

Advertising agency from a publisher's point of view. Ptr Ink 141:118-19 N 24 '27

Advertising develops its own proving grounds; agencies are supplementing research with tests. H. A. Haring. il Adv & Sell 11:21-2+ O 3 '28

Advertising production methods. A. W. Dippy. 318p McGraw-Hill '29

Agents testify on so-called blacklist. Ptr Ink 141:125-6+ D 15 '27

Are you stifling your advertising agent's ability? W. N. Van Sant. Sales Management 14:679-80+ Ap 28 '28

Buying and selling advertising agency service. 18p Committee on agency service of the American association of advertising agencies, New York '29

Choosing an agency name. Ptr Ink 143:91-2 My 31 '28

Close client contact—how to get it. D. E. Robinson. Ptr Ink M 17:44+ Jl '28

Confessions of an advertising club speech maker. H. W. Dickinson. Ptr Ink 144:34+ S 20 '28

Copy under glass. R. Dickinson. Ptr Ink M 16:41-2+ Ja '28

Duties of an account executive. Ptr Ink 142: 77-8 Mr 29 '28

Dynamite that lurks in competitive accounts. A. R. Hopper. il Ptd Salesmanship 54:126-8 O '29

External community advertising campaigns. D. E. Mowry. Ptr Ink 148:162+ S 5 '29

Getting on in advertising. C: E. Raymond. il Adv & Sell 11:22-3+ O 31; 12:21-2+ N 14; 30+ N 28; 30+ D 12; 25+ D 26 '28

How much service do you give your advertising agency? J: H. Klingenfeld. Ptr Ink M 17:45 N '28

How should an advertising agency solicit accounts? Ptr Ink 145:77-8+ O 11 '28

I become the second man in a one-man agency. Ptd Salesmanship 53:60+ Mr '29

I was bitten by the let's-start-an-agency bug. Ptr Ink 146:161-2+ F 21 '29

Improving the standards of a business from within. R. S. Durstine. Adv & Sell 11:28+ Jl 11 '28

The machine that creates desire. R. Durstine. il Nation's Business 16:29-30+ Je '28

Making a strong point of week-ends. M. K. Powers. Adv & Sell 12:24+ N 14 '28

More leeway for the advertising agent. E. Brisacher. Ptr Ink 147:3-4+ My 9 '29

Occasional change of accounts is inevitable. R. Tremont. Ptr Ink M 19:86 O '29

100 checking points for space buyers. M. L. Wilson. Ptr Ink 147:3-4+ Ap 11 '29

Personnel and chief characteristics. Sales Management 19:139+ sec 2 S 21 '29

Qualifications of a grade-A advertising agency. H. W. Dickinson. Ptr Ink M 18:43-4+ Je '29

Questions on agency operations. Ptr Ink 141: 111-12+ D 22 '27

Sales manager's reactions to agency solicitors. Sales Management 14:1169-70+ Je 30 '28; Discussion. J. W. Critchfield; J. E. McGiffert. 15:195-6; 16:17+ Jl 28, O 6 '28

Seattle merchant borrows the expert's yardstick; a series of conversations reported by W: E. Peters. 35p Seattle Post-intelligencer

Selecting a British advertising agency. Sales Management 14:sup491-2 Mr 31 '28

Selecting agencies by future versus past performance. E. P. Hermann. il Sales Management 19:524-6 S 21 '29; Discussion. 19:573-4; 20:72, 74, 132+ S 28, O 12-19 '29

Selecting and using an advertising agency. J: Benson. Ptr Ink 145:69-70+ N 8 '28

Shall I start my own advertising agency? H. W. Dickinson. Ptr Ink 146:3-4+ F 7 '29

Some everyday problems of the small agency. H. A. Haring. Adv & Sell 11:38+ O 17 '28

Starting an advertising agency. Ptr Ink 141: 115-16 N 24 '27

Strange interludes in advertising; shifting of accounts. R. Dickinson. Ptr Ink 148:80-1+ Ag 1 '29

Teach advertisers to select advertising agencies—not plans. E. E. Calkins. 15p Committee on agency service of the American association of advertising agencies, Graybar bldg., New York '29

Teach advertisers to select advertising agents —not plans. E. E. Calkins. Ptr Ink 148:3-4+ Jl 11 '29

Ten tests for choosing an advertising agent. Sales Management 14:sup109-10+ Mr 31 '28

This advertising business. R. S. Durstine. 331p Scribner '28; Review by D. Gridley. Ptr Ink 144:91-2 Ag 23 '28

Thistledown accounts—and others. R. Dickinson. Ptr Ink M 15:31-2+ D '27

To speak or to write—that is the question. R. L. Hurst. Ptr Ink 147:3-4+ Ap 18 '29

What an advertising agent should know. Ptr Ink 143:138+ Ap 5 '28

What can the advertising agency do for the non-advertiser? R. Hawley. Ptr Ink 142: 102+ F 2 '28

What is good copy worth? H. W. Dickinson. Ptr Ink 146:3-4+ Ja 3 '29

**DVERTISING agencies**—*Continued*

When advertising counsel should be employed. Sales Management 14:sup107-8 Mr 31 '28

When Godey's was a magazine, not a lamp shade; Uncle Jeff Milbourne. J. Katz. Adv & Sell 12:44+ Mr 20 '29

Why advertising accounts leave home. G: H. Phelps. Adv & Sell 13:30+ Ag 21 '29

Why agencies merge. L. Ellis. Adv & Sell 12:19-20+ Ja 9 '29

Why I am a yes-man. Ptr Ink M 16:71-2+ Ap '28

Why I do not use an advertising agency. R. Cole. Ptr Ink 142:73-4+ F 9 '28

Why some advertisers want to deal direct with newspapers. Ptr Ink 141:89+ D 8 '27

Why the advertising agency? Ptr Ink 141:70+ D 29 '27

*See also* Advertising—Advertising agencies, Appeal to; Advertising, Soliciting of; American association of advertising agencies

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Accountancy and the advertising agency. R. N. Price. J Account 48:105-9 Ag '29

Cost finding in agency practice. J. H. Eydeler. Ptr Ink M 19:31-2+ O '29

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Agencies who take their own medicine. B. Lewis. il Ptd Salesmanship 53:66+ Mr '29

How an advertising agency conducts its prospect file. M. Martin. Ptr Ink 146:103-4+ Ja 3 '29

Needed: an advertising agent for the agencies. A. T. Moore. il Ptd Salesmanship 52:233-7 N '28

Should the agency have an advertising manager. H. L. Bird. il Ptd Salesmanship 52:140+ O '28

That man Howat! R. Millar. Ptd Salesmanship 54:173-4+ O '29

### Art directors

Agency art director looks at direct-mail material. G: Kirby. il Ptr Ink M 18:51+ Ja '29

Art directed artist. W. Smith. Ptr Ink M 17:77+ D '28

### Commissions

Agency charges on direct-mail advertising. Inland Ptr 83:89 Ap '29

Agency commission-profits not wholly earned income. Ptr Ink 144:159 Jl 19 '28

### Contracts

Court upholds finding against advertising agency; suit for commissions. Ptr Ink 147:49-50+ Je 13 '29

Judge entertains some doubts. L. Ellis. Adv & Sell 13:28+ S 18 '29

What's yours is mine. L. Ellis. Adv & Sell 13:23-4+ S 4 '29

Yes, we have no contracts. S. R. Hall. Ptr Ink 147:142 Je 27 '29

### Costs

Agency profits. Ptr Ink 141:133-4 D 15 '27

How much does it cost agencies to prepare copy? Ptr Ink 142:129-30 F 23 '28

### Directories

Advertising agencies recognized by three or more publishers' associations. Sales Management 14:sup117-118+ Mr 31 '28

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Agency and employee in lawsuit. Ptr Ink 146:33-4 Ja 3 '29

How much are brains worth? Ptr Ink 142:130+ F 2 '28

### Finance

Operating an advertising agency; agency's capital set-up. L. Ellis. Adv & Sell 11:27+ S 19 '28

Reports on advertising agency finances. Ptr Ink 147:76-7 My 2 '29

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Mr Presbrey delves into ancient history. Ptr Ink 141:190+ D 8 '27

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Advertising once more becomes a business; a review of the facts in the case of Huber Hoge vs. Smith & Wesson. L. Ellis. Adv & Sell 13:17-18+ Ag 21; 23-4+ S 4; 28+ S 18 '29

Agency wins government tax suit; judgment delivered by Judge Westenhaver in favor of Fuller & Smith, advertising agency. Adv & Sell 10:27+ N 30 '27; Excerpts. Ptr Ink 141:105-8+ N 24 '27

Another advertising agency wins excess profits tax appeal; Mitchell advertising agency, Minneapolis. Ptr Ink 142:33-4+ Mr 22 '28

Another agency wins on federal tax appeal; H. K. McCann company. Ptr Ink 145:133+ N 22 '28

Mac Martin agency wins personal service classification. Ptr Ink 143:36 Ap 5 '28

Much depends on the order blank. L. Ellis. Adv & Sell 14:24 O 30 '29

When the advertiser fails to pay the agent. Ptr Ink 141:28 N 24 '27

### Management

How much profit should an advertising agency make? S. Bloch. Ptr Ink 147:10+ My 2 '29

Operating an advertising agency. M. Barstow. Adv & Sell 10:36+ Mr 7 '28

Organizing an advertising agency. M. Barstow. Adv & Sell 10:32+ F 8 '28

Organizing an advertising agency; building the thirty-man agency. L. Ellis. Adv & Sell 10:36+ Mr 21 '28

Organizing broadcasting and publicity bureaus in advertising agencies. E. H. Felix. Adv & Sell 12:25-6 F 20 '29

Should agencies submit speculative sketches and plans? B. E. Wyatt. il Adv & Sell 14:20+ N 13 '29

Should the agencies handle competing accounts? Ptd Salesmanship 53:497-8+ Ag '29

Some recipes for a fruitful day in advertising work. W. H. Morgan. il Adv & Sell 13:17-18+ S 18 '29

Why the four A's discourage submitting plans "on spec." Ptr Ink 147:49-50+ Ap 25 '29

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Modern room for a modern purpose; J. Walter Thompson co., New York. il plans Am Arch 136:96-102 Jl 20 '29

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Keep 'em rolling. R. K. Leavitt. il Ptr Ink M 19:42-3+ S '29

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Are window displays a part of advertising agency service? L. G. Meads. Ptr Ink M 16:54+ Ja '28

How an advertising agent is studying sales problems. D. G. Baird. il Sales Management 14:1040-2 Je 16 '28

Service—the duties of an account executive. R. Hawks. Ptr Ink M 18:70 Mr '29

Some aspects of business control by advertising agencies. S. Beeson. Adv & Sell 11:22+ My 30 '28

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Status of advertising agency service to advertisers. C. D. Newell. Ptr Ink 147:57-8+ My 30 '29
Thumbs up—for agency salesmen. R: W. Fox. Ptr Ink M 19:46+ Jl '29
What place has the advertising agency in market research? W: J. Reilly. Texas U Bul 2916:1-31 '29
What shall the advertising agency do for the advertiser? R. H. Grant. Ptr Ink 144:146+ Jl 12 '28
When the client is in tune with the advertising agent. Ptr Ink 141:143-6 D 22 '27

**ADVERTISING agencies, American association of.** See American association of advertising agencies

**ADVERTISING allowances**
Chain store executive defends advertising allowances. F. G. Nagle. Ptd Salesmanship 54:188-9 O '29
Status of joint advertising between producer and distributor. A. H. Little. Ptr Ink 148:33-4+ Ag 22 '29

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Harrods of London score the biggest scoop in advertising history. F. McVoy. il Ptd Salesmanship 53:214-15+ My '29
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Banker's view of advertising. A. E. Bryson. Bankers M 119:31+ Jl '29
Do advertisers weigh banking when applying for credit? W: T. Mullally. Ptr Ink 147:77-8 Ap 4 '29
Do bankers weigh distribution systems when granting credit? G. P. Knapp. Ptr Ink 146:6+ Mr 7 '29
New dimension in banking. E. E. Calkins. Am Bankers Assn J 21:219-20+ S '28; Excerpts. Comm & Fin 17:2123-4 O 3 '28
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What advertising and banking may expect from each other. J: Benson. Ptr Ink 142:109-11 F 23 '28
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Will bankers finance advertising? A. E. Haase. Ptr Ink 145:3-4+ O 11 '28
*See also* Bank advertising

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Advertising as an incentive to better service; the Pennsylvania railroad. R. Cole. il Ptr Ink 147:130+ My 9 '29
Advertising to the wheels within wheels; Baltimore & Ohio railroad advertises in labor publications to establish pride of job. R. Crothers. il Ptr Ink 146:159-60+ Ja 3 '29
Armour advertises products and policies to employees. P. Mooney. Ptr Ink M 18:95-6+ Ap '29
Bankers—where are your prospects? How can you reach them? J: Poole. Ptr Ink 144:145+ S 20 '28
Oversold customers and undersold employees. M. C. Logie. Ptd Salesmanship 52:352-3 D '28
When copy does something besides a selling job; Municipal gasoline campaign builds employee morale. B. F. Berfield. Ptr Ink M 18:81+ Ja '29

**ADVERTISING and salesmen**
Advertising is making merchandisers out of insurance agents. A. Joyce. il Ptr Ink 144:69-70+ Ag 2 '28
Advertising that keeps the salesmen in mind; Johnson bronze company. P. J. Flaherty. Ptr Ink 141:153-4 D 8 '27
Are the client's salesmen the reason for account switching? E. Whitmore. Sales Management 13:1021-2 D 10 '27
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Do you know what your salesmen think o
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Finding out what the trade thinks of con
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company staged a contest among its sales
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26 '28
Follow-up system that sold our salesmen o
our advertising; Ambler asbestos shingle &
sheathing company. D. C. Miner. Ptr In
148:109-10+ Ag 8 '29
Four ways to present advertising to salesmen
Ptr Ink 148:152+ Jl 18 '29
Get your salesmen behind your direct mail
White company. S. P. Seward. Ptr Ink M
18:33-4+ Ap '29
Helping salesmen talk consumer acceptance
to dealers. G: Biggs. Ptr Ink 145:3-4+ O 2
'28
How can we co-ordinate sales and advertising.
R. D. Keim. Oil Paint & Drug Rep 115:55
My 13 '29
How salesmen bungle dealer advertising campaigns. G: Biggs. Ptr Ink 149:17-20 N 7 '29
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National Cash men manage their own mail advertising campaigns. A. B. Gary. il Sales Management 19:431-2 S 7 '29
One thing the salesman can teach the advertising man. A. H. Deute. Ptr Ink M 15:76+ D '27
Our salesmen keep up our mailing list; Tropical paint & oil co. L. L. Miller, jr. Ptr Ink 142:88-9 F 2 '28
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Place of advertising in the new sales strategy. R: E. Smith. Elec West 63:12-13 Jl '29
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Well known still becomes a sales demonstration. A. T. Hugg. Adv & Sell 11:25 Je 27 '28
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When the salesmen try to save shoe leather; McGray refrigerator sales corporation. J: Garth. Sales Management 14:1115-16 Je 23 '28
You can use your salesmen as sources for installation pictures. W: E. Kerrish. Ptr Ink M 16:42+ F '28
*See also* Advertising portfolios

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Advertiser asks too much of the agent and publisher. H. W. Dickinson. Ptr Ink 148:72-3+ Ag 8 '29
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Confine the advertising appropriation to advertising. A. H. Deute. Ptr Ink 147:109-11 My 30 '29

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Cub sees hope for advertising in spite of a greatly reduced budget. Spectator 120:35-6 My 3 '28

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Dollar's a dollar for a' that. H. R. Baker. Ptr Ink M 16:48 F '28

Economy has ruined some good advertisers. H. W. Dickinson. Ptr Ink 147:117-18+ My 30 '29

Effective economies in preparation costs. W. H. Morgan. Adv & Sell 10:32+ D 28 '27

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How advertising has controlled this industrial concern's growth; Yarnall-Waring company. J. R. Hilgert. il Ptr Ink 144:41-2+ Jl 26 '28

How American Chicle budgets advertising by brands. T: H. Blodgett. Ptr Ink M 16:29-30+ F '28

How Cromar grew from a $15,000 advertising start; the idea of a local woodworker has grown into a nationally advertised product. W. D. Crooks, jr. il Ptr Ink 143:3-4+ My 31 '28

How 42 industrial advertisers spend their advertising dollar. G. W. Morrison. Adv & Sell 11:32 Je 27 '28

How much should be spent for advertising? bibliog Sales Management 14:sup79-104 Mr 31 '28

How much to spend for publicity and how to spend it. G. W. Morrison. Mach 35:266 D '28

How shall the bank fix its advertising budget? Ptr Ink 143:49-50 Ap 5 '28

How the 1929 industrial advertising dollar is being spent. G. W. Morrison. Ptr Ink 149:136+ O 3 '29

Keeping the advertising appropriation elastic; Acoustic products company. P. L. Deutsch. Ptr Ink M 17:29-30+ N '28

Keeping the foxes from the appropriation vines. C. B. Larrabee. Ptr Ink M 17:37-8+ Jl '28

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Magazine advertising by leaders. Sales Management 19:131-2 sec 2 S 21 '29

Making the small appropriation do a big time job; spur ties. J. K. MacNeill. Ptr Ink 142:3-4+ Mr 29 '28

Margin of reserve in business. W. Meyer. Adv & Sell 11:28+ My 30 '28

Maxwell House coffee—an advertising success. Ptr Ink 145:131-2 O 11 '28

Maytag tells how advertising helped build $50,000,000 annual sales. F. L. Maytag. Ptr Ink 142:3-4+ Mr 8 '28

More money for advertising. J. O'Shaughnessy. Adv & Sell 13:28+ Ag 21 '29

New survey shows how technical advertising budget is spent. Sales Management 20:20+ O 5 '29; Excerpt (chart). Adv & Sell 13:22 O 2 '29

1927 radio broadcast appropriations. Adv & Sell 11:72 My 30 '28

150 leading magazine advertisers of 1927. Ptr Ink 142:25-6+ Ja 12 '28

150 leading magazine advertisers of 1928. Ptr Ink 146:65-6+ Ja 24 '29

Our new advertising dollar bit off more than it could swallow; Reliable typewriter and adding machine corp. A. B. Froehlich. Ptr Ink M 18:45+ Mr '29

Planning the advertising budget. H: Obermeyer. il Am Gas J 129:27-30 Ag '28

Potential market—an advertising yardstick. R. Dickinson. Ptr Ink 147:3-4+ My 2 '29

Sales promotion budgets show big gains for coming year. H. L. Bird. il Ptd Salesmanship 52:399-402 Ja '29

Self-saturated advertisers. E. Brisacher. Ptr Ink 144:3-4+ Jl 5 '28

Should appropriations be based on all or partial sales? Ptr Ink 144:96+ Ag 16 '28

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Take shoes, for example. R. Dickinson. il Ptr Ink 147:125-6+ My 23 '29

$225,000,000 spent in newspapers last year. Adv & Sell 10:38 Mr 21 '28

Unusual advertising turns waste product (Ozite) into $3,600,000 business; Clinton carpet company, Chicago. L: H. Regensburg. Sales Management 19:11-12 Jl 6 '29

We got 909 new accounts for our $25,000; Lape & Adler company, Columbus. H. D. Erk. il Sales Management 14:374+ Mr 3 '28

What is an adequate advertising appropriation? R. Dickinson. Ptr Ink 147:17-20 Ap 18 '29

What leading concerns spent in principal magazines in 1926-1927. Sales Management 14:sup283 Mr 31 '28

Why Chevrolet and Ford won't run an advertising race. G. A. Nichols. Ptr Ink 142:49-50+ F 9 '28

Will advertising appropriations for 1930 be cut? Adv & Sell 14:17-19+ N 13 '29

*See also* Advertising—Continuity

**Accounting**

*See* Advertising—Accounting

**ADVERTISING art.** See Advertisements, Pictorial

**ADVERTISING as a business index**

Advertising appropriations as a business index. R. Dickinson. Ptr Ink 141:42+ D 29 '27

Faith is more important than facts; why advertising appropriations offer excellent indices. J. M. Kraus. Ptr Ink 142:114+ Ja 12 '28

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Advertising and the young man. A. T. Moore. Adv & Sell 12:34+ F 6 '29

Advertising as a career for women. R. Waldo. Ptr Ink 145:88-9+ D 27 '28

Advertising man is surveyed! De L. Jones. Adv & Sell 11:30+ O 17 '28

Advertising men of 1940—where are they now? S. R. Hall. Ptr Ink 147:69-70+ Je 20 '29

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Experienced agency man wanted. Ptr Ink 148:42+ Ag 8 '29

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High-pressure copy and some other advertising recollections. A. T. Moore. il Ptd Salesmanship 53:514-16 Ag '29

How shall I break into advertising? R. Dickinson. Ptr Ink 142:57-8+ Ja 5 '28

I want to break in—. Ptr Ink M 16:40+ Ap '28

If I were twenty-one. W. B. Henri. Adv & Sell 11:22 Je 27 '28

Making a strong point of week-ends. M. K. Powers. Adv & Sell 12:24+ N 14 '28

My life in advertising. C. C. Hopkins. 206p Harper '27

My life in advertising. C. C. Hopkins. Adv & Sell 10:26+ N 16; 34+ D 14; 26+ D 28 '27; 34+ Ja 11 '28

On getting a position. J: W. Thompson. Adv & Sell 10:24 Ja 11 '28

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**ADVERTISING** as a profession—*Continued*
- Our youth is our fortune, sir, they said. D. M. Clutch. Adv & Sell 13:27 Jl 24 '29
- Sales experience for copy writers—bunk? S. K. Wilson. Ptr Ink M 18:56+ Ja '29
- This business of getting started in advertising. C: A. Bates. Ptd Salesmanship 51:387+ Jl '28
- To speak or to write—that is the question. R. L. Hurst. Ptr Ink 147:3-4+ Ap 18 '29
- What an advertising agent wants a college man to know. J. R. Gerber. Ptr Ink 148:76 Jl 4 '29
- What does the college man mean to advertising? S. Resor. Ptr Ink 143:165-6+ My 17 '28
- What price copy career? A. T. Moore. il Adv & Sell 13:30+ Jl 10 '29
- What shall I do to become an advertising man? P. E. Faust. Ptr Ink 142:10+ Mr 15 '28
- What the aspiring ad man should know. Ptr Ink 148:118-19 Jl 11 '29
- Why I took the doctor's pills, but didn't run the agency's copy. A. R. Barkley. il Ptd Salesmanship 53:234-6 My '29
- Why you are an advertising man. J. H. Collins. Ptr Ink M 16:31-2+ F '28
- Women writers—quick! P. E. Spane. Adv & Sell 10:27+ Ja 25 '28
- Writing for real money. E: M. Woolley. 144p Edward Mott Woolley associates, Passaic, N.J. '28
- Young buck rears up and kicks over the traces; by an advertising beginner. Ptr Ink 145:49 D 6 '28

*See also* Advertising ethics; Advertising managers

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- Concerning conventions. Ptr Ink 147:164+ Je 20 '29
- That convention program. Ptr Ink 145:134 D 20 '28

*See also* Advertising clubs; *also* International advertising association

**ADVERTISING** benevolent society, National. See National advertising benevolent society

**ADVERTISING** campaigns
- Advertising gesture. J. B. Powell. Ptr Ink 142:145-6+ Ja 26 '28
- Breaking down a sales problem into workable units. E. Whitmore. il Sales Management 14:394+ Mr 3 '28
- Building a broader market for private preparation; Vernax. il Ptr Ink 141:163-4 D 8 '27
- Building a complete and co-ordinated sales promotion campaign for dealers; General Electric helping central stations build refrigerator sales. C. B. Larrabee. Ptr Ink 146:69-70+ Mr 14 '29
- Corona ties up display cards with advertising theme. G. Laurence. il Ptd Salesmanship 53:409-10 Jl '29
- Cough drop campaign addressed to cigarette smokers. O. DeCamp. il Ptr Ink 143:10+ My 17 '28
- Direct mail and business papers put Condulets over with a bang. il Sales Management 14:297+ F 18 '28
- Double-barreled sales effort introduces new General Electric refrigerator. Sales Management 17:707+ Mr 30 '29
- Encoring a successful sales campaign; AutoStrop safety razor company. C: G. Muller. Ptr Ink 149:158+ O 10 '29
- Expanding the market with an old product in new form; Milnesia wafers. C: G. Muller. il Ptr Ink 147:125-6+ My 30 '29
- From zero to national distribution in sixty days; Gerber's strained vegetable products, Fremont canning co. D. Gerber. il Ptr Ink 146:3-4+ F 21 '29
- Getting on in advertising; the rise of Swi and Cream of Wheat. C: E. Raymond. Adv & Sell 12:30+ N 28 '28
- Going after the hidden market; the Unite States Hoffman machinery corporation. i Ptr Ink 142:69-70+ Mr 29 '28
- Gotham knitbac machine corporation to star with test campaigns. Ptr Ink 146:191-2 F '29
- Henry Ford shows us a trick or two about marketing. M. Coates. Adv & Sell 10:38+ D 14 '27
- How Larvex tests its copy a year ahead. R. Cole. il Ptr Ink 143:61-2+ My 24 '28
- How we get demand for an article consumers buy just once; Benrus watch co. S. R. Lazrus. Ptr Ink 147:129-30 Je 6 '29
- Industrial advertiser secures 2982 inquiries in 6 months; Master builders company, Cleveland. M. K. Powers. il Adv & Sell 12:34+ Ja 9 '29
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- Novel campaign brings 1658 new customers to Standard accident insurance co. D. G. Baird. il Sales Management 17:322-3+ F 9 '29
- Plough chemical repackages entire line as 1929 campaign breaks. B. Crowell. il Sales Management 18:73 Ap 13 '29
- Rehearsing copy presentation before its appearance. R: Surrey. Ptr Ink 142:134+ Mr 1 '28
- Sales manager who gets the most out of advertising. E. D. Gardner and others. Sales Management 16:82-4+ O 13 '28
- Salesman's suggestion led to this advertising campaign; how the United States rubber company discovered Trapper Evans. R. Cole. Ptr Ink 143:69-70+ My 31 '28
- Selling a heavy, awkward, floppy, tinny product; Vernay automobile shutter. R. Cole. Ptr Ink 141:149-50+ D 22 '27
- Selling a layer of air through newspaper advertising; campaign for office building. Ptr Ink 141:191-2+ D 15 '27
- Stretching the co-operative advertising dollar; Glass container association. I. G. Jennings. Ptr Ink 143:107-8+ Ap 5 '28
- Syphons and refrigerators promote each other in unique campaign. W. R. E. Baxter. il Sales Management 18:123+ Ap 20 '29
- Ten million tubes of tooth paste in five months is record of new Dr West dentifrice. D. G. Baird. il Sales Management 19:377-9 Ag 31 '29
- When the public knows only one-tenth of your story; Fuller cleaning and dyeing company uses unique newspaper campaign. L. J. Francis. il Ptr Ink 141:117-19 D 8 '27
- Working with the gas company; how the Ruud manufacturing company has stimulated sales efforts. H. M. Hitchcock. Ptr Ink 144:109-10+ Ag 16 '28

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- Spilling the cocoa beans; does it matter if competitors know your plans? T: Russell. il Ptr Ink 143:25-6+ Ap 26 '28

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- Department store gave this manufacturer an idea; showing retailers how to hold a "bridge week." D. Masson. Ptr Ink 143:85-6 Je 28 '28
- Replacement sales speeded by special week; Champion spark plug company. R. Cole. Ptr Ink 147:101-2+ My 30 '29
- Sales planning that leaves quotas far behind; Auburn automobile company. R. H. Faulkner. il Sales Management 15:185-7+ Jl 28 '28

**DVERTISING campaigns—Special weeks**
—*Continued*

Westinghouse sponsors "drive sanely" week in Chicago. il Sales Management 13:827-8+ N 12 '27

What a department store learned from a national advertising week. W. F. Wolf. Ptr Ink 146:101-2+ Ja 24 '29

What we think of weeks after thirteen years; Scholl mfg. co. D. W. Landon. Ptr Ink 148:17-20 Jl 11 '29

Where can we get a list of special weeks? R. Cole. Ptr Ink 142:144+ Ja 5 '28

Will you hold a special week during 1929? Ptr Ink 146:151 Ja 24 '29

**DVERTISING cards**

Car advertising carried to an extreme in Europe. il Elec Ry J 73:482 Mr 23 '29

How Montgomery Ward gets color into its retail advertising. F. S. Allen. il Ptr Ink M 18:63-4 Ja '29

Off the shelf and onto the counter; lithographed display pieces. J: L. Scott. il Ptd Salesmanship 50:543-5+ F '28

Putting an idea to work; Barron Collier and car card advertising. R. Dougan. Nation's Business 17:39-41 Mr '29

Royal uses foreign-language car-cards for curiosity appeal. il Ptr Ink 141:10+ D 15 '27

Smith Brothers cash in on Old Gold's cough. il Ptr Ink 142:33-4 Mr 29 '28

*See also* Advertising—Dealer helps; Advertising cutouts; Show cards

**DVERTISING characters**

All the business we can handle without cold canvass calls; Philadelphia gear works. R. C. Ball. il Sales Management 18:637+ Je 29 '29

Buckaroo Bill helps Union Pacific to fill empty seats. pl Ptd Salesmanship 54:140 O '29

Get a genuine character to tell your story. W. L. Larned. il Ptr Ink 142:113+ Mr 15 '28

Mennen finds a new job for Jim Henry. W: G. Mennen. il Ptr Ink 146:10+ F 21 '29

Old model says "Meet my successor"; new thresher belting. R. Cole. il Ptr Ink 143:143-4+ Je 7 '28

Pup that ran away with an advertising program. M. K. Powers. il Adv & Sell 12:34+ D 12 '28

**DVERTISING clubs**

What advertising clubs mean to the profession. G. T. Hodges. Sales Management 15:32+ Jl 7 '28

Where advertising clubs should draw a line. Ptr Ink 144:26+ Jl 12 '28

**Advertising**

Boston ad men get out a book of A.B.C.'s. C: A. Brooks. il Ptd Salesmanship 54:154 O '29

**DVERTISING cutouts**

Coca-cola circus comes to town. J: L. Scott. Ptd Salesmanship 50:207-8 N '27

Coca-cola is making the window display give full value. D. Gridley. il Ptr Ink M 16:46+ Ap '28

Explaining price by means of window displays; United shoe machinery corporation. D. Quayne. Ptr Ink M 19:98+ Jl '29

How Coca-cola eliminates waste in store and window advertising. J: L. Scott. il Sales Management 14:201-2+ F 4 '28

Making store displays declare extra dividends; Sonatron tube company got 1,500 new dealers. H. Chirelstein. Ptr Ink 145:101-3 O 4 '28

Mobilizing a sales army of 100,000 cutouts; Crescent tool company. il Ptr Ink M 16:88+ Ap '28

There is a lot in the shape. G. E. Mitchell. il Ptd Salesmanship 52:537-8 F '29

**DVERTISING departments**

Brains or white space—which do you need most? H. M. Hitchcock. Ptr Ink 141:104+ D 8 '27

How much of the sales job should advertising do? Ptr Ink 141:89-90 D 22 '27

Keeping an eye on work in hand. Ptr Ink 142:57-8+ Mr 22 '28

To the methodical go the spoils. Ptr Ink 145:108 N 29 '28

What are you paying for advertising brains? organization problem in industrial advertising. H. M. Hitchcock. Ptr Ink 142:57-8+ Ja 12 '28

What is advertising if it isn't sales promotion? J. L. Dillon. Ptr Ink M 18:61+ Mr '29

*See also* Advertising managers; Advertising policies

**Records**

Addometer's plan for controlling inquiry and order cost. C. F. Moss. Sales Management 19:491-2 S 14 '29

Finger-tip testimonial file—and how to operate it. C. McPherson. il Ptd Salesmanship 53:505-7+ Ag '29

Follow-up systems for the advertising manager. G. E. Mitchell. Ptd Salesmanship 53:72-3 Mr '29

How should advertisements be filed for record? Ptr Ink 145:124-5+ N 22 '28

Simplified control for an advertising budget. H: D. Ellenbogen. Ptr Ink M 17:58+ N '28

What are you doing with your advertising valuables? W: H. Morgan. il Adv & Sell 12:28+ N 28 '28

What records should the advertising department keep? Ptr Ink 141:80-1 D 29 '27

**ADVERTISING ethics**

Absolutely honest advertisement. E. E. Calkins. Adv & Sell 10:20 N 30 '27

Advertising code of ethics; American oil burner association. Ptr Ink 146:44 Mr 14 '29

Advertising ethics in a buyer's market. F. M. Feiker. Ptr Ink 145:113-14+ O 25 '28

Advertising reform must come from advertising men. C. B. Larrabee. Ptr Ink M 19:33+ Jl '29

Advertising's retreat to the Barnum era. H. Brennan. Ptr Ink 142:81-2+ Mr 15 '28

Advises mergers to use advertising unselfishly. F. H. Massmann. Ptr Ink 149:168+ O 3 '29

All that I am I owe to (name your own product). C. B. Larrabee. Ptr Ink 142:17-20+ Ja 26 '28

Are you riding on the advertising merry-go-round? knocking of competitors. E. Brisacher. Ptr Ink 142:161-2+ Ja 5 '28

A.N.A. launches move to censor advertising copy. Adv & Sell 14:40+ O 30 '29

Attendez! Royal and the Commission again cross swords. Ptr Ink 142:65-6 Mr 22 '28

Ballyhoo or bunk? H. Chamberlain. Adv & Sell 11:30+ My 16 '28

Better business bureau defines flamboyant advertising. Ptr Ink 145:152+ N 22 '28

By all means, let's dramatize the truth. A. E. Mudkins. Ptr Ink M 19:52+ Jl '29

Can advertising discipline itself without a censorship? R. W. Johnson. Sales Management 13:1105-6 D 24 '27

Can super-advertising be destroyed? C. B. Larrabee. Ptr Ink 142:25-6+ F 9 '28

Chemist, scare my customers! A. R. Maas. il Nation's Business 17:122+ My '29

Chicago public to be taught advertising ethics. Ptr Ink 143:140 Je 28 '28

Cigarette courts the wrath of a rival industry. C. W. Steffler. Comm & Fin 17:2581 D 5 '28

Code of advertising ethics passed by the Advertising commission; text. Adv & Sell 13:34+ My 29 '29

Deceptive investment advertising. E: J. Reilly, jr. Am Bankers Assn J 20:889+ My '28

Does advertising need a new code of practice? Adv & Sell 12:19-20+ Mr 6 '29

Does the ice industry use unethical advertising methods? il Refrig W 64:14-16+ S '29

Does the public like a fight? Tide Water and Standard Oil campaigns. R. Dickinson. il Ptr Ink 146:41-2+ Ja 3 '29

Don't split the blame; the advertiser is mainly responsible for super-advertising. C. Wagener. Ptr Ink 143:114+ Ap 12 '28

Eminent scientists say and our own conclusive tests prove. C. B. Larrabee. Ptr Ink 142:65-6+ F 2 '28

England frowns on militant cigarette advertising. T: Russell. il Ptr Ink 146:10+ F 14 '29

ADVERTISING ethics—*Continued*

Figures never lie—but liars figure. E. P. Hermann. Ptr Ink M 19:45+ N '29

Has advertising practice advanced faster than its ethics? R. Atwood. Adv & Sell 10:23+ F 8 '28

How Better business bureau will work with publishers. Ptr Ink 146:160-1 Mr 14 '29

How can we cure the ills that threaten the credibility of advertising? C. B. Larrabee. Ptr Ink 147:80+ Ap 4 '29

How will your advertising sound in court? D. M. Hubbard. Ptr Ink 143:69-70+ Je 28 '28

In defense of dentifrice advertising. R. E. Spline. Ptr Ink 146:17-20 F 28 '29

Is advertising by attack to be made a recognized policy? E. Pharo. Ptr Ink 147:25-6 Ap 11 '29

The knocking industrial advertisement. H. M. Hitchcock. Ptr Ink 141:149-50+ D 15 '27

Let the advertiser beware! H. W. Dickinson. Ptr Ink 144:138-40+ S 27 '28

Let's be frank and earnest—advertisingly. Ptr Ink 142:93-4 Mr 8 '28

Lucky Strike advertising tosses bombs among the bonbons. K. M. Goode. Adv & Sell 12:19-20 N 14 '28

Lucky Strike and the candy industry mobilize for battle. Ptr Ink 145:10+ N 22 '28

Lucky Strike campaign starts fight over radio censorship. J. W. George. il Adv & Sell 12:22+ D 26 '28

Lucky Strike-sweets controversy raises interesting advertising questions. R. Daniels. Ptr Ink 145:33-4+ D 20 '28

Mergers make strange bedfellows. Ptr Ink 148:152 S 19 '29

National advertisers act against insincerity in copy. Ptr Ink 141:33-4+ N 10 '27

National better business bureau issues report on purchased testimonials. E: L. Greene. Adv & Sell 12:38+ Ap 17 '29; Same. Ptr Ink 147:25-6+ Ap 18 '29

Needed: dramatization of truth in advertising. J: F. Hurst. Ptr Ink M 18:29-30+ Je '29

Now will direct-mail advertisers behave! Senator Copeland on use of "personal" on advertising mail. Ptr Ink 142:102 F 16 '28

Personally-conducted tours behind the scenes of advertising. A. R. Barkley. il Sales Management 13:845-6+ N 12 '27

Practical ethics of sincere advertising; abstracts. E. E. Calkins. Adv & Sell 10:19-20+ N 2 '27; Comm & Fin 16:2360-1 N 16 '27; Sales Management 13:872-4 N 12 '27

Pseudo-science in selling. M. Fishbein. Adv & Sell 10:22+ Mr 21 '28

Pseudo-selling in science. A. R. Barkley. Sales Management 14:587-8+ Ap 14 '28

Publisher's attitude toward testimonial censorship. Adv & Sell 12:32+ Mr 20 '29

Question mark arrives. R. R. Updegraff. Adv & Sell 10:19-20+ Ja 11 '28

Slap at slick and slippery advertising. T. F. MacManus. Ptr Ink 146:10+ F 28 '29

Some definitions of super-advertising. C. B. Larrabee. Ptr Ink M 16:58+ Mr '28

State authorities make an issue of speed advertising. R. L. Cusick. Automotive Ind 59:145-8 Ag 4 '28

Super-advertising—advertising's worst enemy C. B. Larrabee. Ptr Ink 142:3-4+ Ja 12 '28

Super-advertising and the National better business bureau. E: L. Greene. Ptr Ink 142:89-90+ F 23 '28

Super-advertising is opening a Pandora's box. Ptr Ink 142:28 Mr 1 '28

Super-advertising—it is a symptom, not a disease. H. Chamberlain. Ptr Ink 143:89-90+ Ap 5 '28

Super-truth in advertising. R. Crothers. Ptr Ink M 16:38+ F '28

Superlatives have a right to be heard. L. G. Sherman. Ptr Ink 149:10+ O 10 '29

Sweets industries organize to combat Lucky Strike advertising. Ptr Ink 145:52 N 29 '28

Tainted testimonial. A. W. Erickson. Ptr Ink 146:3-4 Mr 7 '29

Tearing down the heritage of truth in advertising. J. D. Spurrier. Adv & Sell 10:24+ Ja 25 '28

Trade commission gets after fictitious Dr Eagan. Ptr Ink 142:101 Ja 19 '28

Trade commission gets complaint on RCA advertising. Ptr Ink 149:52 N 7 '29

Tremendous — sensational — supreme—best— greatest. C. B. Larrabee. Ptr Ink 142:41-2+ Ja 19 '28

What a dentist thinks of dentifrice advertising. M. Dewey. Ptr Ink 145:128-9+ D 2 '28

What are customer's rights in advertising copy? W. H. Morgan. Adv & Sell 14:28+ N 13 '29

What should we strive for in food advertising? E. V. McCollum. Ptr Ink 145:154+ N 1 '28

What the advertising industry thinks of purchased testimonials. Ptr Ink 146:148-9 Mr 21 '29

When better advertising is made the people will make it. H. A. Barton. Ptr Ink M 16: 33+ My '28; Discussion. J: Wallace. 16: 72+ Je '28

When high-pressure copy is admissible. S. K. Wilson. Adv & Sell 10:34 Mr 21 '28

When is the testimonial tainted? R. Rubicam. Ptr Ink 146:17-20 Mr 14 '29

Who is going to clean up this testimonial mess? O. C. Harn. Ptr Ink 146:3-4+ Mr 21 '29

Wild claims and reckless promises—are they so necessary after all? R. W. Johnson. Ptd Salesmanship 50:331-4 D '27

Your salesmen may say it—but your advertising shouldn't. C. B. Larrabee. Ptr Ink 142:148+ Mr 8 '28

*See also* Advertising, Fraudulent; Printers Ink model statute

ADVERTISING federation of America

Organization at 25th annual convention of International advertising association. Adv & Sell 13:34+ My 29 '29; Ptr Ink 147:65-6+ My 23 '29

ADVERTISING literature

Getting the most out of other people's advertising; library displays of paper samples, calendars, maps, and other free advertisement materials. E. Cleland. Lib J 54:795-6 O 1 '29

ADVERTISING managers

Advertising manager's job. H. H. Squire. Adv & Sell 10:26 Ja 11 '28

Checking point for the big boss. M. L. Wilson. Ptr Ink 147:103-4 My 16 '29

Distribution director; a new job in American business. L. H. Bristol. Sales Management 20:117-18+ O 19 '29; Same abr. Adv & Sell 13:20+ O 16 '29; Same abr. Ptr Ink 149:117-18+ O 17 '29

Handling the copy writer with an artistic temperament. Ptd Salesmanship 53:443-4+ Jl '29

National advertisers focus attention on distribution director's job. Ptr Ink 149:41-2+ O 24 '29

Oh, Edwin, behave yourself! G: H. Allcock. Ptr Ink M 18:45+ Ja '29; Reply. E. B. Self. 18:44+ F '29

100 checking points for space buyers. M. L. Wilson. Ptr Ink 147:3-4+ Ap 11 '29

A president's letter to a new advertising manager. Sales Management 16:546+ D 1 '28

Sales experience—and the advertising manager. C: W. Alexander. il Ptd Salesmanship 53:362+ Je '29

Some recipes for a fruitful day in advertising work. W. H. Morgan. il Adv & Sell 13:17-18+ S 18 '29

Why Goodrich built a staff of district advertising managers. P. J. Kelly. Ptr Ink 148: 17-20 Ag 8 '29

### Salaries

What are you paying for advertising brains? organization problem in industrial advertising. H. M. Hitchcock. Ptr Ink 142:57-8+ Ja 12 '27

ADVERTISING mediums

Advertising appropriations; how they are divided among media. Sales Management 19: 107-28, 130-2+ sec 2 S 21 '29

Circulation and rates. Sales Management 19: 227-8+ sec 2 S 21 '29

**DVERTISING mediums**—*Continued*

Copy writer tunes in with his media. il Ptd Salesmanship 51:346+ Je '28

Do wrong keys warrant free insertions? E. T. Gundlach. Ptr Ink 145:25-6+ O 25 '28

Do you buy space—or advertising? R. F. Owsley. Adv & Sell 13:24+ O 16 '29

Gifts to become a major medium in $1,000,000 Kennedy campaign. Sales Management 19:400 Ag 31 '29

If advertising is to remain on the payroll it must punch the clock. C: A. Bates. il Ptd Salesmanship 52:317-18 D '28

If I had $25,000 to spend for advertising in 1928. C: A. Bates. Sales Management 14:15-16+, 199-200+ Ja 7, F 4 '28; Discussion. L. E. McGivena. 78-9 Ja 7 '28

100 checking points for space buyers. M. L. Wilson. Ptr Ink 147:3-4+ Ap 11 '29

Our new advertising dollar bit off more than it could swallow; Reliable typewriter and adding machine corp. A. B. Froehlich. Ptr Ink M 18:45+ Mr '29

Publishers' researches and how to use them. J: C. Sterling. Ptr Ink 149:109-10 O 24 '29

Research program enables advertiser to place space effectively; Continental oil co. A. S. James. Nat Pet N 21:92+ O 16 '29

Selling bus rides scientifically; Mitten tours. E: A. Keenan. il Elec Ry J 73:587-91 My '29

Survey made of advertisers' medium selections. Ptr Ink 142:101 F 16 '28

Surveys advertisers' use of mediums. Ptr Ink 144:157 Ag 9 '28

There is competition between mediums—but not conflict. B. Collier. Ptr Ink M 17:38 Jl '28

This advertising medium is easy to sell because it shows results; tabulated index cards for loose-leaf notebooks. L. H. Delano. il Inland Ptr 82:83 F '29

We got 909 new accounts for our $25,000; Lape & Adler company, Columbus. H. D. Erk. il Sales Management 14:374+ Mr 3 '28

What is the ideal advertisement? It should supplement the service the editor gives in editorial pages. C. B. Larrabee. Ptr Ink 143:17-20 My 24 '28

When the research department makes up the list. H. Parton. il Ptr Ink M 18:52+ Je '29

Why a publisher can refuse to accept advertising. Ptr Ink 141:109-10 D 29 '27

Will selective selling affect space-buying? G. C. Smith. Ptr Ink 146:117-18 Mr 21 '29; Same. Adv & Sell 12:98+ Ap 3 '29

*See also* Advertising—Rates; Advertising, Outdoor; Audit bureau of circulations; Electric signs; House organs; Moving pictures in advertising; Radio advertising

### Business papers

*See* Advertising mediums—Trade journals

### Checks

Using employee-checks for advertising purposes. H. Huey. il System 3:35+ Ag '29

### College and school journals

Advertising for the high school journalist. F: A. Schneller and R. V. Hamilton. 58p Clio press, Iowa City '28

### Epitaphs

Tombstone as an advertising medium. Ptr Ink M 19:140 N '29

### Farm journals

Do coupon returns measure value of farm advertising? R: Weber. il Ptr Ink M 18:39-40+ Mr '29

Farm paper summary. Published in third number of each month of Printers ink

Farm papers study best market analysis methods. Ptr Ink 145:44 N 1 '28

Farm publishers adopt new code of advertising copy standards. Ptr Ink 149:108+ O 31 '29

Trend of agricultural advertising during 1927. Sales Management 14:297-306 Mr 31 '28

### Irregular mediums

Advertising abuses; methods of blackmailing the British electrical manufacturer. C. Pinkham. Electrician 102:559 My 10 '29; Discussion. 102:615 My 24 '29

Avoid charity program advertising. Ptr Ink 141:186+ N 10 '27

Beware the good-will vendor. F. J. Taylor. Ptr Ink 145:140+ O 11 '28

Chicago drops the advertising racketeer in the ash can. D. M. Hubbard. Ptr Ink 142:77-8+ F 23 '28

Gas company increases value of donational advertising. W. Parker. Gas Age 60:833+ N 26 '27

Graft and the helping hand; advertisements for benefit programs. R. Duke. Nation's Business 16:125-6 My '28

How an industrial advertiser meets the gyp solicitor problem. Ptr Ink 144:160 Jl 19 '28

How to turn down charity requests. Ptr Ink 146:97 F 14 '29

Please buy some space in our convention program. S. R. Hall. Ptr Ink 141:58+ D 1 '27

Program evil. Nat Pet N 21:82 Ja 16 '29

Railroad advertising agents attack irregular mediums. Ptr Ink 142:117 Ja 26 '28

Referred to the committee on racketeers. J. H. Collins. il Burroughs Clearing House 13:14-16+ Jl '29

Resolving against the racketeer. Ptr Ink 144:68 Ag 23 '28

### Medical journals

Pseudo-selling in science. A. R. Barkley. Sales Management 14:587-8+ Ap 14 '28

Value of pharmaceutical advertising in medical journals. F. A. Lawson. Oil Paint & Drug Rep 115:54 My 13 '29

### Motor trucks

Model of building as body of motorcycle delivery car makes novel advertising feature. O. DeCamp. il Ptr Ink M 17:78 O '28

### Newspapers

Analysis of some 1928 newspaper appropriations. Ptr Ink 147:153+ Ap 18 '29

Back home with the county-seat newspaper. H. A. Haring. Adv & Sell 10:23+ D 28 '27

Circulation and rates of newspapers in cities of over 5,000 population. Sales Management 14:sup222+ Mr 31 '28

Convention of Scripps-Howard newspaper executives. Ptr Ink 145:132 N 22 '28

Creating the proper atmosphere for the newspaper display. il Ptr Ink 142:172+ Ja 19 '28

Cremo sales soar to record heights during newspaper drive. T. P. Headen. il Sales Management 19:523+ S 21 '29

Daily paper advertising for cotton goods. F: G. Davis. Textile World 73:2803-4 My 5 '28

Florida citrus growers lick over-production with distribution plan; newspaper advertising in selected centers. F. S. Clark. il Sales Management 18:539+ Je 15 '29

Getting plus value from your newspaper advertising; Kellogg radios. M. Harlan. Ptr Ink 146:3-4+ Ja 10 '29

Growth of newspaper advertising in 1927. il Sales Management 14:sup211-16 Mr 31 '28

Growth of rotogravure advertising in newspapers. Ptr Ink 144:156 Jl 19 '28

How shall we make newspaper advertising more profitable? Ptr Ink 147:116-17+ My 23 '29

How six hundred newspapers help to build sales for Salada tea. E. Pinto and H. Claridge. il Sales Management 17:128-9+ Ja 19 '29

How we whipped our off season problem; Minneapolis-Honeywell regulator co. J. Maratta. Ptr Ink 149:17-20 O 3 '29

Is the small town ready for modernistic advertising? V. R. Blackledge. Ptr Ink 146:133-5 F 21 '29

Making a check of newspaper duplication. A. Livingston. Adv & Sell 11:25+ My 2 '28

**ADVERTISING mediums**—Newspapers—*Cont.*

Manufacturer makes the jobber's critics eat their words; the Mansfield tire & rubber company uses newspaper advertising. H. M. Hitchcock. Ptr Ink 144:10+ S 6 '28

Modernistic modes in Montana. K. J. Kastner. Ptr Ink 147:148+ Ap 4 '29

National advertising in newspapers, June 1925-Aug. 1927. Survey of Cur Business 75: 25 N '27

National newspaper advertising in 50 cities; summary for January, 1928-1929; arranged by place and industry. Ptr Ink M 18:50-1 Mr '29 [continued monthly]

New York newspaper advertising. Sales Management 17:136 Ja 19 '29

Newspaper advertising adds 10,000 new outlets in four months; McAleer's automobile polish. D. G. Baird. il Sales Management 18: 635-6+ Je 29 '29

Newspaper advertising jumps Pepper Pot sales. Ptr Ink 146:152 Ja 17 '29

Newspaper lineage of 2,364 national advertisers classified by industries. Sales Management 19:117-30 sec 2 S 21 '29

Newspaper route to the New York market. H. A. Haring. map Adv & Sell 10:23-4+ N 30 '27

Newspaper study of broadcasting as an advertising medium. Ptr Ink 146:89-90+ Ja 17 '29

Sales Management presents first analysis of newspaper advertising in 77 cities by lines of business. Sales Management 20:70-1 O 12 '29

Sees new peak for newspaper advertising in 1929. Ptr Ink 147:88-9 Ap 25 '29

Special newspaper editions opposed. Ptr Ink 143:42 My 17 '28

To tame the special edition. C. F. Berry. il Burroughs Clearing House 14:10-11 N '29

Today's newspaper—its value as an advertising medium. W. P. Strandborg. Gas Age 61:322-4 Mr 10 '28

Weekly papers' advertising is read. Inland Ptr 83:105 Jl '29

Westinghouse earnings jump after changes in selling policies. J. Slomanson. il Sales Management 17:713+ Mr 30 '29

Westinghouse three story newspaper program. Ptr Ink 141:148-9 D 8 '27

What advertising did for Canada Dry. P. D. Saylor. Ptr Ink 149:120-1 O 31 '29

What big business expects of newspaper advertising. G. C. Brown. Ptr Ink 149:41-2+ O 31 '29

What is the local newspaper's place in the fire insurance schedule? J. W. Longnecker. Adv & Sell 10:40+ Mr 7 '28

What worth newspaper advertising? H. C. Hall. Inland Ptr 82:63-4 O '28

Why not more national copy for country weeklies? J. O'Shaughnessy. Ptr Ink 143: 97-8 My 31 '28

Yardsticks for buying newspaper space. C. C. Rosewater. il Adv & Sell 11:40+ Je 13 '28

### Periodicals

America's drinkers respond to advertising; how national advertising has made a straw a necessary part of a drink. L. B. Platt. il Ptr Ink M 17:33-4+ Ag '28

Editor turns to advertising; results from newspaper and magazine advertisements. E. Haldeman-Julius. Adv & Sell 11:38+ My 2 '28

Editors; a neglected sales-asset. M. K. Powers. Adv & Sell 10:38 N 30 '27

Facts about magazine advertising. C. T. Stevens. il Spectator 123:23+ N 7 '29

Five factors in effective advertising; appearance date, position, etc. A. H. Little. Ptr Ink M 19:66 Jl '29

How Modern Priscilla found a new application of reader interest. E. R. MacAusland. pl Ptd Salesmanship 52:304 D '28

Magazine advertising by leaders. Sales Management 19:131-2 sec 2 S 21 '29

Magazine advertising; tabulation. Survey of Cur Business 88:20 D '28

Magazine insert. E: W. Robotham. il Ptd Salesmanship 50:431-4 Ja '28

Market, market, find the market; campaign in periodicals for plastic wood. R. A. Gibney. il Ptr Ink 143:81-2+ My 24 '28

N.I.A.A. gives formula for appraisal of periodicals. Adv & Sell 12:108 D 12 '28

National magazine advertising up $211,400 in 1928. Sales Management 17:136, 145 Ja 19 '29

150 leading magazine advertisers of 1927. Ptr Ink 142:25-6+ Ja 12 '28

150 leading magazine advertisers of 1928. Ptr Ink 146:65-6+ Ja 24 '29

One way to estimate net unduplicated circulation in any magazine list. C. Rheinstrom. Sales Management 18:398-9 My 25 '29

Selectivity of advertising and some of its results. A. R. Hopper. il Adv & Sell 11:36+ Je 13 '28

Tendencies in magazine advertising during 1927. bibliog Sales Management 14:sup281-94 Mr 31 '28

What is back of the change in magazine shapes and sizes. J. W. George. il Adv & Sell 12:28+ F 20 '29

Why next year will show big gains in magazine advertising. H: J. Wright. Sales Management 16:25+ O 6 '28

### Rating

Judging circulation values. P. L. Thomson. Adv & Sell 12:27+ N 28 '28; Abstract. Ptr Ink 145:98+ N 22 '28

Need of qualitative circulation analysis. H. N. Casson. Ptr Ink 143:61-2+ Je 21 '28

Qualitative circulation analysis sought by A.N.A. Ptr Ink 143:33-4+ My 17 '28

### Street cars

Free transportation as a merchandising medium. M. A. Burke. il Aera 19:732-7 D '28

### Telephone directories

Put action into phone directory ads. W. Parker. il Sheet Metal Worker 20:166+ Mr 22 '29

### Trade journals

Advertising to develop trade opinion. F: M. Feiker. Spectator 123:21+ O 10 '29

Class and trade paper in advertising. Sales Management 14:sup319, 324 Mr 31 '28

Coupons in business paper advertising. D. Gridley. il Ptr Ink M 19:39-40+ Ag '29

Futuristic bug bites business paper advertising. W. R. Heath. il Ptr Ink M 17:38-9+ Ag '28

Growth of business paper advertising in 1927. Sales Management 14:sup309-12+ [bibliog. p. 317] Mr 31 '28

Rating the business press by editorial standing; Miller plan. Ptr Ink 145:149-50+ D 20 '28

Space selling is fruitful of arguments; Technical publicity association symposium. Ptr Ink 145:104+ D 20 '28

Space used by agencies in A.B.P. business papers 1925-1926. Sales Management 14:sup 311-12 Mr 31 '28

Step-child of advertising (?). F. T. Denman. il Adv & Sell 11:30+ My 2 '28

Using business-paper space to help dealers; Canadian Westinghouse company. Ptr Ink 146:85-6 F 7 '29

When is the business paper color insert justified? Fast's flexible coupling. W. Van Sant. Sales Management 17:263+ F 2 '29

### Canada

Circulation and rates, A.B.C. statements, principal Canadian magazines, newspapers and business papers. Sales Management 14: sup524+ Mr 31 '28; 19:354-6 sec 2 S 21 '29

### Germany

Principal German magazines and newspapers. Sales Management 14:sup556-8 Mr 31 '28; 19: 387-8+ sec 2 S 21 '29

### Great Britain

Principal newspapers in Great Britain. Sales Management 14:sup506 Mr 31 '28

**DVERTISING mediums**—*Continued*

**India**

Reaching India's eight per cent literates. S. C. Lynton. il Ptr Ink M 18:49+ Ja '29

**DVERTISING men**

**Salaries**

Average advertising man's salary $6,399, says survey. Sales Management 15:190 Jl 28 '28

**DVERTISING novelities**

California printer develops practical sales ideas and products. C. W. Geiger. il Inland Ptr 83:91-2 Ap '29
Does trick advertising pay? Ozite company's experience. L. H. Regensburg. il Ptr Ink M 17:46-7+ Ag '28
Dramatizing the sample to open new accounts out of season; Hatfield-Campbell Creek coal company. J: M. Stirnkorb. il Ptr Ink 143: 10+ My 24 '28
Further adventures in trick advertising; new Ozite pieces. L. H. Regensburg. Ptr Ink M 18:36+ F '29
Growth of a giant; American art works, Coshocton, Ohio. M. Heir. il Inland Ptr 81: 101-2 My '28
How Hamilton watch uses the historical display. C. W. Drepperd. il Adv & Sell 12: 40+ D 26 '28
How specialties can be used to increase sales. Sales Management 14:sup361-4+ Mr 31 '28
Key ideas. il Ptd Salesmanship 52:152-4+ O '28
Merchandising a hole in the ground; paid space is used by Endless Caverns to create prestige for advertising specialties given to tourists. Ptr Ink 142:42+ Ja 12 '28
Merely a mediocre printing salesman? Then try intelligent follow-up! R: C. Walter. il Inland Ptr 82:54-6 D '28
Miniatures that build interest for the product; Coca-cola and other window displays. F. W. Harrold. il Ptr Ink M 18:71-2 Ap '29
National sugar enters the novelty field with a bridge package. il Ptr Ink M 18:124 Je '29
Novelty is a curse if not used properly. F. W. Harrold. il Ptr Ink M 19:116+ Jl '29
Paper dolls as advertising salesmen representatives. il Ptd Salesmanship 50:526 F '28
Pouring sales literature into interesting forms. G: Ethridge. il Ptd Salesmanship 54:129-31+ O '29
The pup that ran away with an advertising program. M. K. Powers. il Adv & Sell 12: 34+ D 12 '28
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Annual meeting, 11th, Houston, Texas, Oct. 24. Comm & Fin Chr 125:94-106 sec 2 N 12 '27

**MERICAN bankers' association—State bank division—*Continued***

Annual meeting, 12th, Philadelphia, Oct. 2. Comm & Fin Chr 127:92-105 sec 2 O 20 '28; Bankers M 117:775+ N '28

Annual meeting, 13th, San Francisco, Oct. 2. Am Bankers Assn J 22:349-63+ O '29; Comm & Fin Chr 129:101-14 sec 2 O 19 '29; Bankers M 119:769+ N '29

### State secretaries section

Annual meeting, Houston, Texas, Oct. 24. Comm & Fin Chr 125:117-25 sec 2 N 12 '27

Annual meeting, Philadelphia, Oct. 3. Comm & Fin Chr 127:121-4 sec 2 O 20 '28

Annual meeting, San Francisco, Oct. 1. Am Bankers Assn J 22:367+ O '29; Comm & Fin Chr 129:134-42 sec 2 O 19 '29

### Trust company division

Annual meeting, 31st, Houston, Texas, Oct. 26. Comm & Fin Chr 125:126-35 sec 2 N 12 '27; Bankers M 115:616+ N '27

Annual meeting, 32d, Philadelphia, Oct. 3. Comm & Fin Chr 127:125-35 sec 2 O 20 '28; Trust Companies 47:463-7+ O '28; Bankers M 117:781+ N '28

Annual meeting, 33d, San Francisco, Sept. 30. Am Bankers Assn J 22:331-7+ O '29; Comm & Fin Chr 129:115-24 sec 2 O 19 '29; Trust Companies 49:517-24 O '29; Bankers M 119: 782-90 N '29

Annual mid-winter trust conference, 9th, Feb. 14-18, New York. Bankers M 116:357+ Mr '28

Constructive activities of the Trust company division. E. J. Fox. Trust Companies 45: 645-50 N '27

Mid-winter conference, 10th, New York, Feb. 13-15. Trust Companies 48:493-7 Mr '29

**MERICAN bar association**

Business and the law. S. H. Strawn. Nation's Business 16:21-2 Je 5 '28

General meeting, Memphis. Bradstreet's 57: 709 N 2 '29

**MERICAN Belgian financial corporation**

Banque Generale Belge to acquire American Belgian financial corporation. Comm & Fin Chr 126:1287 Mr 3 '28

**MERICAN blower corporation**

Glancing backward; high lights in the evolution of leaders in the heating and ventilating industry. il Heat & Ven 25:96-8 O '28

**MERICAN boiler manufacturers' association**

Annual convention, 40th, Shawnee-on-Delaware, June 11-13. Power 67:1123-4 Je 19 '28

**MERICAN, British and continental corporation**

Common stock offered. Comm & Fin Chr 127: 2531 N 3 '28

Debentures offered. Comm & Fin Chr 126: 580 Ja 28 '28

**MERICAN bureau of aircraft**

American bureau of aircraft. Marine Eng 33: 441 Ag '28

**MERICAN can company**

Rapidly growing industry provides two investment candidates. C. H. Owen. Mag of Wall St 44:1104-5+ O 19 '29

*See also* Discount, Trade

**MERICAN capital corporation**

Preferred stock offered. Comm & Fin Chr 126:3451-2 Je 2 '28

**MERICAN car and foundry company**

Accident reduction in American car and foundry company's plants. A. C. Carruthers. il Safety Eng 55:141-4 Ap '28

American car and foundry company. Moody's Inv Serv 20:51-2 F 2 '28

Annual report, 29th, for year ended April 30, 1928. Comm & Fin Chr 126:4076, 4103 Je 30 '28

Annual report, 30th, year ended April 30, 1929. Comm & Fin Chr 128:4315, 4340 Je 29 '29

Capitalizing the trend toward motor transportation. Mag of Wall St 41:857 Mr 10 '28

Stocks with the greatest promise in 10 leading industries. Mag of Wall St 43:839 Mr 9 '29

**AMERICAN ceramic society**

Annual meeting, 30th, Atlantic City, Feb. 5-7. Brick & Clay Rec 72:257-9, 338-43 F 14-28 '28

Membership roster. Am Cer Soc J (Bul) 12: 187-254 Jl '29

**AMERICAN chemical society**

Chemistry and the American chemical society. S. W. Parr. Ind & Eng Chem 20:994-7 O '28

Joint meeting of the Utah section of the A.I.M.E. and the northwestern Utah section of the A.C.S., Salt Lake City, Nov. 8. Eng & Min J 126:791-3 N 17 '28

Meeting, 75th, St Louis. Chemicals 29:9-10 Ap 23; 7-9 Ap 30 '28; Oil Paint & Drug Rep 113:25-6 Ap 23 '28

Meeting, 76th, Swampscott, Mass. Chemicals 30:8-9 S 17 '28; Oil Paint & Drug Rep 114: 17+ S 17 '28

Meeting, 78th, Minneapolis, Minn., Sept. 9-13. Oil Paint & Drug Rep 116:21+ S 16 '29; Chemicals 32:25-7 S 16 '29

### Gas and fuel chemistry division

Abstracts of papers at Minneapolis meeting. Gas Age 64:344-6 S 14 '29

### Institute of chemistry

Chemistry institute, 2d, Evanston, July 23-Aug. 18. Oil Paint & Drug Rep 114:16+ Jl 30; 17+ Ag 6; 16 Ag 13; 17+ Ag 20 '28; Chemicals 30:7-11+ Jl 30; 7-8 Ag 6 '28

### Petroleum division

Meeting, Minneapolis, Minn., Sept. 9-10. Nat Pet N 21:33-4 S 18 '29; Oil & Gas J 28: 40-1+ S 12 '29

Semi-annual meeting, 77th, Columbus, O., April 29-May 3. Oil & Gas J 27:46+ My 9 '29; Oil Paint & Drug Rep 115:47+ My 6 '29

### Rubber division

Annual meeting, Atlantic City, N. J., Sept. 26-27. Rubber Age 26:22-4 O 10 '29

**AMERICAN cities power and light corporation**

Stocks offered. Comm & Fin Chr 127:2681-2 N 10 '28

**AMERICAN college of life underwriters**

Edward A. Woods foundation; hundred thousand dollar endowment fund campaign for support of the American college of life underwriters. Spectator 123:19 Jl 11 '29

**AMERICAN commercial alcohol corporation**

Opportunities among stock exchange newcomers. Mag of Wall St 44:521+ Jl 13 '29

Stock offered. Comm & Fin Chr 128:402 Ja 19 '29

**AMERICAN concrete institute**

Annual convention, 24th, Philadelphia, Feb. 28-Mar. 1. Concrete 32:13-22 Ap '28; Eng N 100:408-11, 481-3 Mr 8, 22 '28; Engineering 125:495 Ap 20 '28

Annual meeting, 25th, Detroit. Eng N 102:300-3 F 21 '29

**AMERICAN cotton growers exchange**

Cotton growers get down to merchandising fundamentals. R. Dickinson. Ptr Ink 142: 149+ F 16 '28

Recent changes in cotton co-op practices. C. O. Moser. Comm & Fin 17:1971-3 S 12 '28

**AMERICAN cotton manufacturers' association**

Annual convention, 32d, Richmond, Va., May 17-18. Textile World 73:3251-2, 3272-88 My 26 '28; Comm & Fin 17:1172-3 My 23 '28; Manuf Rec 93:52-9 My 24 '28

Joint meeting with National association of cotton manufacturers, Atlantic City, May 24-25. Textile World 75:3527-8, 3552-64+ Je 1 '29; Comm & Fin 18:1210-11 My 29 '29; Manuf Rec 95:49-53 My 30 '29

**AMERICAN cotton shippers' association**

Annual convention, 5th, New Orleans, April 26-27. Comm & Fin 18:965+ My 1 '29

**AMERICAN cyanamid company**

American cyanamid buys Calco chemical. Oil Paint & Drug Rep 115:19 Ja 28 '29

Annual report, 16th, year ended June 30, 1928. Comm & Fin Chr 127:1248 S 1 '28

**AMERICAN cyanamid company**—*Continued*

Annual report, 17th, year ended June 30, 1929. Comm & Fin Chr 129:1589-90 S 7 '29

Debenture 5s; strong industrial bond. V. Wells. Mag of Wall St 42:390-1 Je 30 '28

Fertilizer industry makes progress toward better earning basis. Mag of Wall St 43:1029 Ap 6 '29

Low-priced stocks attractive now. Mag of Wall St 43:122-3 N 17 '28

Opportunities in stocks with hidden earning power. Mag of Wall St 42:307 Je 16 '28

Stock increased; rights. Comm & Fin Chr 128:114 Ja 5 '29

**AMERICAN die casting institute**

Quarterly meeting, 1st, Cleveland, Oct. 5. Foundry 57:893 O 15 '29; Iron Tr R 85:907 O 10 '29

**AMERICAN drop forging institute**

Meeting, Shawnee-on-Delaware, Pa., Sept. 25-27. Iron Age 124:912 O 3 '29

**AMERICAN drug manufacturers association**

Annual meeting, 17th, New York, April 30-May 3. Oil Paint & Drug Rep 113:26+ My 7 '28

Annual meeting, 18th, Asheville, May 4-7. Oil Paint & Drug Rep 115:21+ My 13 '29

**AMERICAN electric power corporation**

Debentures offered. Comm & Fin Chr 128:724 F 2 '29

Preferred stock offered. Comm & Fin Chr 126:2306 Ap 14 '28

**AMERICAN electric railway accountants' association**

Annual convention, 31st, Cleveland, Sept. 24-28. Elec Ry J 72:634-5 O 6 '28

Annual convention, 32d, Atlantic City, Oct. 1-3. Elec Ry J 73:993-6 O '29

**AMERICAN electric railway association**

Convention, 47th, Cleveland, Sept. 24-28. Elec Ry J 72:544-57 S 29 '28; Aera 19:578-602 O '28; Automotive Ind 59:476-7 O 6 '28

Convention, 48th, Atlantic City, Sept. 30-Oct. 3. Elec Ry J 73:950-74, 983-1022 O '29; Automotive Ind 61:483-8 O 5 '29; Aera 20:589-93 O '29; Bus Transportation 8:607-10 N '29

Meeting, Cincinnati, Ohio, Jan. 27. Elec Ry 71:206-7 F 4 '28

Officers and committees of the American electric railway association and its affiliated associations, 1927-1928. Aera 19:1-24 pt 2 F '28; Excerpt. Elec Ry J 71:167-70 Ja 28 '28

Officers and committees of the American electric railway association and its affiliated associations, 1928-1929. Aera 20:1-24 pt 2 Ja '29

Pacific coast executives hold regional conference, San Francisco, Feb. 27-28. Elec Ry J 73:441-3 Mr 16 '29; Aera 20:219-20 Ap '29

Recapitulation of the high spots of the recent Cleveland convention; editorials. Elec Ry J 72:621-3 O 6 '28

Subjects for engineering committees. Elec Ry J 70:1121-2 D 17 '27

We are forever at a turning point. J. P. Barnes. Elec Ry J 73:951-2 O '29

What the A.E.R.A. is doing for the industry. R. P. Stevens. Elec J 25:469-70 O '28

What the association means to the industry. W. H. Sawyer. Aera 19:595-8 O '28; Same abr. Elec Ry J 72:571-2 S 29 '28

Who's who among the new officers of the A.E.R.A. pors Aera 20:584-8 O '29

Work of the statistical department. Aera 19:727-8 D '28

Year's work reviewed by chairmen of American committees. Elec Ry J 72:599-602 S 29 '28

**Library**

A.E.R.A. library fulfills a valuable function. J. R. Kelly. il Aera 20:199-202 Ap '29

**AMERICAN electric railway claims association**

Annual convention, Cleveland, Sept. 24-28. Elec Ry J 72:636-8 O 6 '28

Annual convention, Atlantic City, Oct. 1-3. Elec Ry J 73:997-9 O '29

**AMERICAN electric railway engineering ass ciation**

Annual convention, Atlantic City, Oct. 1- Elec Ry J 73:983-9, 1004-8 O '29

Engineers discuss work done by committe during year. Elec Ry J 72:603-10 S 29 '28

**AMERICAN electric railway transportation a d traffic association**

Abstracts of annual reports. Elec Ry J 7 611-13 S 29 '28

Annual convention, Cleveland, Sept. 24- Elec Ry J 72:560-2 S 29 '28

Annual convention, Atlantic City, Oct. 1- Elec Ry J 73:988-92, 1009-11 O '29

**AMERICAN electrochemical society**

Annual meeting, Bridgeport, Conn., April 2 28. Foundry 56:390-1 My 15 '28; Brass 24:160 My '28; Iron Age 121:1251 My 3 '2 Iron Tr R 82:1181 My 3 '28; Metal Ind 2 209-10 My '28; Chem & Met Eng 35:281-4 M '28

Meeting, 54th, Charleston, W. Va., Sept. 2 22. Oil Paint & Drug Rep 114:17+ S 24 '2 Brass W 24:316 O '28; Chem & Met En 35:601-5 O '28; Metal Ind 26:436 O '28

Meeting, 55th, Toronto, Can., May 27-30. Iro Age 123:1573-6 Je 6 '29; Chem & Met En 36:337-9 Je '29; Metal Ind 27:273 Je '29

Meeting, 56th, Pittsburgh, Sept. 19-21. Ele W 94:654-5 S 28 '29; Iron Age 124:825-6 26 '29; Chem & Met Eng 36:600-2 O '29 Metal Ind 27:473-6 O '29

**AMERICAN electroplaters' society**

Annual convention, 16th, Toronto, June 25- 28. Brass W 24:207-10 Jl '28; Can Chem & Met 12:230-1 Ag '28; Metal Ind 26:297-30 Jl '28

Annual convention, 17th, Detroit, July 8-11 Brass W 25:159-62 Jl '29; Metal Ind 27:363-7 Ag '29

Annual educational session and banquet of the Bridgeport branch, April 28. Metal Ind 26:214-15 My '28

**AMERICAN engineering council**

Annual meeting of the assembly, Washington, Jan. 14-15. Eng N 102:132-3 Ja 24 '29

Annual meeting, Washington, D.C. Eng N 100:130 Ja 19 '28; Am Inst E E J 47:156-7 F '28

Engineer becoming an increasingly important factor in public life; appointment of committees. Manuf Rec 96:73 Ag 1 '29

**AMERICAN engineering standards committee.** See American standards association

**AMERICAN European securities company**

Annual report, 1927. Comm & Fin Chr 126:1343, 1375 Mr 3 '28

Listing. Comm & Fin Chr 129:282 Jl 13 '29

**AMERICAN exchange Irving trust company**

Buys building site. Bankers M 116:916-17 Je '28

**AMERICAN express company**

American Express travelers cheques reduced to size of new paper money. Comm & Fin Chr 129:2616 O 26 '29

Annual report. Comm & Fin Chr 126:1355 Mr 3 '28

Chase bank-American express merger. Bradstreet's 57:247 Ap 13 '29; Comm & Fin Chr 128:2465-6 Ap 13 '29; Trust Companies 48:651 Ap '29

Easy the way of the traveler; interview with George Weston. D. J. Defoe. il Burroughs Clearing House 13:12-14+ S '29

Tourists aid—the job of the American express; interview with Frederick P. Small. S. O'Sheel. il Forbes 23:30+ Je 1 '29

**AMERICAN face brick association**

Annual meeting, 17th, Hot Springs, Va., Dec 5-7. Brick & Clay Rec 73:884-7 D 18 '28

Convention, Hot Springs, Va., Nov. 30-Dec. 2. Brick & Clay Rec 71:863-4+ D 6 '27

**AMERICAN farm bureau federation**

Essentials in farm relief as viewed by the American farm bureau federation. S. H. Thompson. Ann Am Acad 142:322-8 Mr '2

**AMERICAN federation of arts**

Federation of arts. G. Brown. Arch Rec 63 385-6 Ap '28

**AMERICAN federation of labor**
Annual convention, 47th, Los Angeles, Oct. 3-14. Monthly Labor R 25:1315-19 D '27
Annual convention, 48th, New Orleans, Nov. 19-28. Monthly Labor R 28:103-6 Ja '29
Report of executive council. Monthly Labor R 25:1066-70 N '27

**AMERICAN founders corporation**
Acquires interest in three foreign investment companies. Comm & Fin Chr 128:2466 Ap 13 '29
Annual report, year ended Nov. 30, 1928. Comm & Fin Chr 128:395-6 Ja 19 '29
Common stock offered. Comm & Fin Chr 128: 403 Ja 19 '29

**AMERICAN foundrymen's association**
Annual convention, 32d, Philadelphia, May 14-18. Foundry 56:324-44, 416-38 My 1, Je 1 '28; Brass W 24:137-9 My '28; Iron Age 121:1448-65 My 24 '28; Iron Tr R 82:1354-8+ My 24 '28; Metal Ind 26:197-201, 265-8 My-Je '28
Annual convention, 33d, Chicago, April 8-11. Iron Age 123:1072-7, 1146-50 Ap 18-25 '29; Iron Tr R 84:1057-61+ Ap 18 '29; Brass W 25:92 Ap '29; Foundry 57:358-77 My 1 '29; Metal Ind 27:210-17 My '29
Compact chronology of the association. Foundry 57:276-8 Ap 1 '29
How the A. F. A. serves the industry. Foundry 57:266-86 Ap 1 '29
Personalities in organizing meeting of the American foundrymen's association. pors Iron Age 121:1218, 1265 My 3 '28

**AMERICAN gas and electric company**
Bonds offered. Comm & Fin Chr 126:2145 Ap 7 '28

**AMERICAN gas association**
Agencies of progress. A. Forward. Pub Serv Management 46:73-4+ Mr '29
Annual convention, 9th, Chicago, Oct. 10-14. Am Gas J 127:25-73b N '27; Gas J (Lond) 180:314-15, 742-3 N 2, D 14 '27
Annual convention, 10th, Atlantic City, Oct. 8-12. Gas Age 62:487-8+, 523-38+ O 13-20 '28; Am Gas J 129:25-64 N '28; Gas J (Lond) 184:740-1, 860-1; 185:43 D 12, 26 '28-Ja 2 '29; Heat & Ven 25:75-81 N '28
Annual joint production and chemical conference, 2d, Rochester, N.Y., May 22-24. Gas Age 61:773-6+ Je 2 '28; Chem & Met Eng 35:345-7 Je '28
Annual joint production and chemical conference, 3d, Baltimore, May 27-29. Gas Age 63:779-82+ Je 8 '29; Am Gas J 130:72+ Je '29
Convention, 11th, Atlantic City, Oct. 14-18. Gas Age 64:555-6+, 587-94+ O 19-26 '29
1873-1928. R. E. Livingston. Am Gas J 129:36-7 O '28
First conference of the Manufacturers' section, Cleveland. Gas Age 62:362, 365 S 22 '28
First steps taken to organize Manufacturers' conference. Gas Age 61:403+ Mr 24 '28
Gas industry's program. A. Forward. Pub Serv Management 47:170-1 N '29
Manufacturers' section of A.G.A. proposes to reorganize. Am Gas J 128:54 F '28; Gas Age 61:121-2 Ja 28 '28
New technology emphasized in gas industry. Chem & Met Eng 35:665-7 N '28
One solid national front. O. H. Fogg. Pub Serv Management 45:124-6 O '28
President's address. O. H. Fogg. Pub Serv Management 47:173-4 N '29
Statistical activities of the gas industry. P. Ryan. Am Statis Assn J 24:sup130-4 Mr '29

**Appliance testing laboratory**

A.G.A. testing laboratory is officially opened at Cleveland. il Gas Age 62:361-2 S 22 '28; Iron Tr R 83:766-7 S 27 '28; Am Gas J 129: 98+ O '28; Am Soc Heat & V E J 34:773-4 O '28; Dom Eng 125:29 O 13 '28; Gas J (Lond) 184:103-5 O 10 '28; Heat & Ven 25: 75-7 O '28
Commercial value of the testing laboratory. A. Hurlburt. Am Gas Assn Pro 1927:626-9; Excerpts. Pub Serv Management 43:219-20 D '27; Discussion. Am Gas Assn Pro 1927: 629-32
Economic aspects of the laboratory approval seal. B. J. Mullaney. Am Gas Assn Pro 1928:17-19
Improving the use of natural gas. R. M. Conner. il Gas Age 61:723-4+ My 19 '28
Laboratory developments. R. M. Conner. Am Gas Assn Pro 1927:859-63
Laboratory—today and tomorrow. R. W. Gallagher. Am Gas Assn Pro 1927:20-3
Plans approved for new A.G.A. testing laboratory. il plans Gas Age 61:132+ Ja 28 '28
Research at the A.G.A. laboratory. R. M. Conner. il Gas Age 64:269-70+ Ag 31 '29; Same. Gas J (Lond) 188:25-6 O 2 '29
Testing laboratory of the American gas association. R. M. Conner and F. E. Vandaveer. il Ind & Eng Chem 20:307-10 Mr '28

**Architects' and builders' service**

Report of Architects' and builders' service committee. Am Gas Assn Pro 1927:667-88
Report of Architects' and builders' service committee. Am Gas Assn Pro 1928:659-73

**Natural gas department**

Annual convention, Dallas, Tex., May 7-10. Gas Age 61:691-2+ My 19 '28; Nat Pet N 20: 19-21 My 16 '28; Am Gas J 128:52-4+ Je '28
Annual convention of the Southwest division, Shreveport, Jan. 14-15. Nat Pet N 21:24-5 Ja 23 '29; Oil & Gas J 27:33 Ja 17 '29
Annual meeting, 2d, Kansas City, Mo., May 6-9. Gas Age 63:669-72+ My 18 '29; Oil & Gas J 27:45+ My 9 '29; Am Gas J 130:79-80 Je '29

**AMERICAN gear manufacturers' association**
Annual meeting, 12th, Rochester, April 19-21. Am Mach 68:716a-b Ap 26 '28; Automotive Ind 58:654-7 Ap 28 '28; Iron Age 121:1147-50+ Ap 26 '28; Iron Tr R 82:1072-3+ Ap 26 '28; Mach 34:706-7 My '28
Annual meeting, 13th, Cleveland, May 16-18. Am Mach 70:842a-b My 23 '29; Automotive Ind 60:807-10 My 25 '29; Iron Age 123:1427-8 My 23 '29; Iron Tr R 84:1398-9 My 23 '29; Mach 35:779-80 Je '29
Semi-annual meeting, Buffalo, Oct. 11-13. Iron Age 122:948-51 O 18 '28; Iron Tr R 83: 987-8 O 18 '28; Automotive Ind 59:552-4, 592-4 O 20-27 '28; Am Mach 69:636a-b O 18 '28; Mach 35:217-18 N '28
Semi-annual meeting, Montreal, Oct. 20-22. Mech Eng 49:1368 D '27
Semi-annual meeting, Philadelphia, Oct. 24-26. Am Mach 71:762b-c O 31 '29; Iron Age 124:1171-4 O 31 '29; Iron Tr R 85:1108-9 O 31 '29; Automotive Ind 61:656-8+ N 2 '29; Mach 36:225 N '29

**AMERICAN geophysical union**
Transactions of the American geophysical union ninth annual meeting, April 26 and 27, 1928, Washington, D. C. Nat Research Council Bul 68:1-103 '29

**AMERICAN Glanzstoff corporation**
American Glanzstoff plant in Tennessee reaches production ahead of schedule. il Textile World 74:1615-16 S 29 '28
Plant under construction at Elizabethton, Tenn., to begin production in fall. il Textile World 73:953+ F 4 '28

**AMERICAN grocery specialty manufacturers' association**
Annual convention, Chicago. Ptr Ink 145: 129-30+ N 1 '28

**AMERICAN gum importers' association**
Varnish gum importers trading rules; provision for arbitration also. Oil Paint & Drug Rep 113:25-6 My 21 '28; Chemicals 29:8 My 28 '28

**AMERICAN-Hawaiian steamship company**
American-Hawaiian fleet gives dependable coast-to-coast service. il Marine R 58:18-22 Mr '28

**AMERICAN I. G. chemical corporation**
Debentures sold. Comm & Fin Chr 128:2809 Ap 27 '29

**AMERICAN I. G. chemical corporation**—*Cont.*

Favors a United chemical export association to compete with the European cartel system. W: J. Donovan. Oil Paint & Drug Rep 115:40C-E My 13 '29; Excerpts. Chemicals 31:9-10+ My 20 '29

Ford, I. G. and Standard Oil unite in huge chemical trust. Am Dyestuff Rep 18:281 Ap 29 '29; Chemicals 31:15 Ap 29 '29; Oil Paint & Drug Rep 115:21 Ap 29 '29; Manuf Rec 95:72 My 2 '29; Chem Age (Lond) 20:426 My 4 '29

**AMERICAN institute of accountants**

Report of the president. F: H. Hurdman. J Account 48:241-5 O '29

Report of the president. J: R. Ruckstell. J Account 46:241-52 O '28

**AMERICAN institute of actuaries**

Encouraging younger members is a feature of the work of the American institute of actuaries. A. Coburn. Spectator 121:28+ sec 2 D 13 '28

Joint meeting with Actuarial society of America, Toronto, Oct. 9-11. Spectator 123: 7-8 O 10; 14 O 17 '29

**AMERICAN institute of architects**

Annual convention, 61st, St Louis, May 16-18. Am Arch 133:719-24, 745-8, 751-6 Je 5 '28

Convention, 62d, Washington, D.C., April 23. Am Arch 135:665-74 My 20 '29

Mission of the Institute. M. B. Medary. Am Inst Arch J 16:237-40 Je '28

Octagon group. G. Brown. Arch Rec 63:470-1 My '28

**AMERICAN institute of banking**

Annual convention, Tulsa, Okla., June 10-14. Am Bankers Assn J 22:24+ Jl '29; Bankers M 119:123-6 Jl '29

Convention, Philadelphia, June 18-22. Am Bankers Assn J 21:24+ Jl '28; Bankers M 117:206-11, 213-14 Ag '28

Forward—the A. I. B. H. W. Sanders. Burroughs Clearing House 13:10-11+ O '28

**AMERICAN institute of chemical engineers**

Semi-annual meeting, 20th, St Louis, Dec. 5-8. Chem & Met Eng 34:732-5 D '27

**AMERICAN institute of chemists**

Annual meeting, Washington, May 12. Oil Paint & Drug Rep 113:38B My 21 '28

**AMERICAN institute of electrical engineers**

Annual winter convention, 16th, New York, Feb. 13-17. Elec W 91:393-410 F 25 '28; Iron Tr R 82:504 F 23 '28; Am Inst E E J 47: 221-2 Mr '28

Annual winter convention, New York, Jan. 28-Feb. 1. Elec W 93:283-98 F 9 '29; Power 69:248-9 F 5 '29; Power Pl Eng 33:314-16 Mr 1 '29

First transatlantic engineering session; American institute and British institution of electrical engineers meet jointly. Elec W 91:368 F 18 '28; Electrician 100:212 F 24 '28; Elec R (Lond) 102:353 F 24 '28; Am Inst E E J 47:223-5 Mr '28; Power Pl Eng 32:328 Mr 1 '28; Inst E E J 66:663-5 Je '28

Pacific coast convention, 17th, Spokane, Aug. 28-31. Elec West 61:230-2 O '28

Pacific coast convention, 18th, Santa Monica, Calif., Sept. 3-6. Elec West 63:206-8 O '29

Regional meeting of the Middle eastern district, Cincinnati, March 20-22. Elec W 93:650 Mr 30 '29

Summer convention, Swampscott, Mass., June 24-28. Am Inst E E J 48:637-41 Ag '29; Elec W 94:17-25 Jl 6 '29

Summer meeting, Denver, June 25-29. Elec W 92:9-16 Jl 7 '28; Power 68:40 Jl 3 '28

**AMERICAN institute of food distribution**

Food institute progressing. Comm & Fin 17: 183 Ja 18 '28

Institute habit lures another industry. Comm & Fin 17:12 Ja 4 '28

Proposed institute of food distribution. G. C. Corbaley. Comm & Fin Chr 126:1270-1 Mr 3 '28

**AMERICAN institute of industrial coordination (proposed)**

Propose formation of an institute of industrial co-ordination. Eng & Min J 127:454 Mr 16 '29

**AMERICAN institute of mining and metallurgical engineers**

American institute of mining and metallurgical engineers. H. F. Bain. Min Cong J 14: 148-50 Mr '28

Annual meeting, 136th, New York, Feb. 20-2 Eng & Min J 125:347-52, 391 F 25-Mr 3 '28 Coal Age 33:139-48 Mr '28; Foundry 56:237- Mr 15 '28; Iron Age 121:594-9 Mr 1 '28; Iron Tr R 82:599-601 Mr 1 '28; Min & Met 9:108 47 Mr '28; Engineering 125:695-7, 818-19 J 8, 29 '28

Annual meeting, 137th, New York, Feb. 18 21. Eng & Min J 127:336-9, 376-8 F 23-Mr '29; Foundry 57:200-1 Mr 1 '29; Min & Met 10:116-53 Mr '29; Coal Age 34:158-65 Mr '29

Joint meeting of the Utah section of the A.I.M.E. and the northwestern Utah section of the A.C.S., Salt Lake City, Nov. 8 Eng & Min J 126:791-3 N 17 '28

Justification. E. A. Hersam. Min & Met 10:280- 1 Je '29

Meeting, Boston, August 29-31. Min & Met 9:429-32 O '28; Eng & Min J 126:472-3 S 2 '28

Meeting, 138th, San Francisco, Oct. 7-9. Eng & Min J 128:634-6 O 19 '29; Min & Met 10: 496-500 N '29

Regional conference of the Western sections of American mining congress and of A.I.M.E. and the mining section of the California development association, Los Angeles, Sept. 10-13. Min Cong J 14:761-4 O '28; Eng & Min J 126:469-71 S 22 '28; Min & Met 9:445-6 O '28

**Columbia section**

Meeting, Spokane, Wash., Oct. 3. Eng & Min J 128:594-6 O 12 '29; Min & Met 10:501- 4 N '29

**Institute of metals division**

Annual meeting, New York, Feb. 21-24. Metal Ind 26:107-12 Mr '28; Min & Met 9:119-23 Mr '28; Brass W 24:81-2 Mr '28

Annual meeting, New York, Feb. 20-21. Min & Met 10:145-8 Mr '29; Metal Ind 27:111-15 Mr '29; Iron Age 123:667-9 Mr 7 '29

Fall meeting, Philadelphia. Iron Tr R 83: 984-5 O 18 '28; Foundry 56:874+ N 1 '28; Metal Ind 26:467-8 N '28

Meeting, Cleveland, Sept. 10-12. Iron Age 124: 831-2 S 26 '29; Iron Tr R 85:733 S 19 '29

**Iron and steel division**

Annual meeting, New York, Feb. 18-21. Iron Age 123:602-9 F 28 '29; Iron Tr R 84:621-3 F 28 '29; Min & Met 10:137-8 Mr '29

Meeting, Cleveland, Sept. 10-12. Iron Tr R 85:732-3 S 19 '29

Meeting with the Lake Superior mining institute, Crystal Falls and Iron Mountain, Mich., Sept. 7-8. Min & Met 9:443-5 O '28

Rules of the Iron and steel division. Min & Met 9:318-19 Jl '28

**Petroleum division**

Annual meeting, New York, Feb. 22-23. Nat Pet N 20:21-7 F 29 '28

Annual meeting, New York, Feb. 20-21. Nat Pet N 21:27-8 F 27 '29; Oil & Gas J 27:46+ F 28 '29; Min & Met 10:157-9 Mr '29

Fall meeting, Tulsa, Oct. 18-19. Nat Pet N 20:24-5 O 24 '28; Min & Met 9:496 N '28

Fall meeting, 5th, Tulsa, Oct. 3-4. Nat Pet N 21:27-30 O 9 '29; Min & Met 10:505-8 N '29

**Woman's auxiliary**

History of the Woman's auxiliary. A. F. Jennings. Min & Met 10:512-14 N '29

Library work of the Woman's auxiliary; establishing permanent libraries in mining camps throughout the United States. N. D. MacFadden. Min & Met 10:369-71 Ag '29

**AMERICAN institute of refrigeration**

Annual meeting, 17th, Washington, D.C., May 10-11. Refrig W 63:27-8+ My '28

Annual meeting, 18th, Washington, D.C., May 2-3. Refrig W 64:32-3+ My '29

**MERICAN institute of steel construction**
Annual meeting, 5th, Pinehurst, N.C., Oct. 25-27. Eng & Contr 66:512 N '27
Annual convention, 6th, Biloxi, Miss., Nov. 13-17. Iron Age 122:1235-6, 1288-90 N 15-22 '28; Iron Tr R 83:1295-1300 N 22 '28; Eng N 101:772-3 N 22 '28; Manuf Rec 94:59-61 N 22 '28
Field engineers appointed to promote structural steel industry. Iron Age 121:1534 My 31 '28; Iron Tr R 82:1415 My 31 '28
Trade association fills the gap. C: F. Abbott. Architecture 56:359-60 D '27

**MERICAN insuranstocks corporation**
Stocks offered. Comm & Fin Chr 129:633 Jl 27 '29

**MERICAN international corporation**
Conv. 5½s, 1949; attractive conversion feature. Mag of Wall St 43:1108-9+ Ap 20 '29
Debentures over-subscribed. Comm & Fin Chr 128:559-60 Ja 26 '29
Report to the stockholders at the annual meeting, April 4, 1928. Comm & Fin Chr 126:1802, 1850-1 Mr 24 '28
Report to the stockholders, April 3, 1929. Comm & Fin Chr 128:1760-1 Mr 16 '29

**MERICAN iron and steel institute**
Fall meeting, New York, Oct. 28. Iron Tr R 81:1085-95 N 3 '27; Iron Age 120:1230-6, 1300-4 N 3-10 '27; Engineering 124:839 D 30 '27; Mech Eng 49:1369 D '27
Fall meeting, New York, Oct. 25. Iron Age 124:1165-70 O 31 '29; Iron Tr R 85:1102-3+ O 31 '29
General meeting, 33d, New York, May 25. Iron Age 121:1528-32+, 1605-9 My 31-Je 7 '28; Iron Tr R 82:1409+ My 31 '28; Blast F & Steel Pl 16:753-69 Je '28
General meeting, 34th, New York, Oct. 26. Iron Age 122:1085-94 N 1 '28; Iron Tr R 83:1111-15 N 1 '28; Blast F & Steel Pl 16:1429-43+ N '28
General meeting, 35th, New York, May 24. Iron Age 123:1483-90 My 30 '29; Iron Tr R 84:1453-64 My 30 '29; Blast F & Steel Pl 17:849-61 Je '29

**MERICAN leather chemists' association**
Annual meeting, 25th, Swampscott, Mass., June 6-8. Oil Paint & Drug Rep 113:64 Je 18 '28

**MERICAN library association**
Letter from Mr Dana to A.L.A. Lib J 53:93-5 Ja 15 '28
New offices for A.L.A. headquarters. il plan Lib J 54:377-8 My 1 '29
Proposal for business section. Special Lib 19: 52 F '28
Ten years. C. B. Roden. Lib J 53:519-25 Je 15 '28

**MERICAN life convention**
American life convention is increasing its service and prestige. C. L. Ayres. Spectator 121:31+ sec 2 D 13 '28
Annual meeting, 23d, St Louis, Mo., Oct. 10-12. Spectator 121:3+ O 11; 3+ O 18 '28
Annual meeting, 24th, Cincinnati. Spectator 123:3, 8-9, 13 O 17; 8-9+ O 24 '29

**MERICAN locomotive company**
American locomotive company elects William C. Dickerman president, succeeding William H. Woodin. Ry Age 86:967-8 Ap 27 '29
Annual report. Comm & Fin Chr 126:1043 F 18 '28
Earnings. Comm & Fin Chr 129:798 Ag 3 '29

**MERICAN management association**
Annual convention, New York, May 6-10. Iron Tr R 84:1325 My 16 '29
Autumn convention, Chicago, Nov. 12-16. Iron Age 122:1291-2 N 22 '28; Iron Tr R 83:1317 N 22 '28
Conference on employee representation, Philadelphia, Dec. 1-2. Iron Age 120:1586-7 D 8 '27
Fall convention, Chicago, Nov. 1-4. Am Mach 67:758f N 10 '27; Iron Tr R 81:1202 N 10 '27
Fall convention, Detroit, Oct. 29-Nov. 1. Iron Tr R 85:1182-3 N 7 '29
Meeting of the production executives' division, Buffalo, June 6-9. Iron Age 121:1676-9 Je 14 '28
Winter convention, New York, Feb. 6-10. Iron Age 121:463+ F 16 '28

**AMERICAN manganese producers' association**
Annual convention, 1st, Washington, Sept. 10-11. Iron Age 122:649-50 S 13 '28; Iron Tr R 83:668+ S 13 '28; Eng & Min J 126:429-31 S 15 '28; Oil Paint & Drug Rep 114:53 S 17 '28; Manuf Rec 94:71 S 20 '28; Min Cong J 14:765-6 O '28
Annual convention, 2d, Washington, Sept. 9-10. Chemicals 32:24 S 23 '29; Iron Age 124:684 S 12 '29; Oil Paint & Drug Rep 116:21+ S 16 '29; Min Cong J 15:812+ O '29
First annual convention, Washington, D. C., Sept. 10-11, 1928. 135p American manganese producers assn., Metropolitan bank bldg., Washington, D. C. '28

**AMERICAN manufacturers of toilet articles**
Annual meeting, 34th, Atlantic City, May 7-9. Oil Paint & Drug Rep 113:25+ My 14 '28
Annual meeting, 35th, New York, April 2-4. Oil Paint & Drug Rep 115:21-3+ Ap 8 '29

**AMERICAN marine standards committee**
Annual meeting, Washington, D.C., Jan. 23-24. Marine Eng 33:103-4 F '28
Progress made in marine standards; first quarter of 1928. A. V. Bouillon. Marine Eng 33:282-3 My '28

**AMERICAN merchant marine library association**
Free libraries on merchant ships give real service to seamen. A. H. Jansson. il Marine R 59:38-40 Ja '29

**AMERICAN metal company, ltd.**
Earnings maintained in 1928. Eng & Min J 127:415 Mr 9 '29
Exchange offer—rights. Comm & Fin Chr 126: 719 F 4 '28
Varied activities feature long standing mining enterprise. F. C. Fullerton. Mag of Wall St 43:129+ N 17 '28

**AMERICAN milling company**
Merger of nine feed manufacturing plants. Comm & Fin Chr 129:476-7 Jl 20 '29

**AMERICAN mining congress**
Annual convention, 30th, Washington, Dec. 1-3. Eng & Min J 124:949-51 D 10 '27; Manuf Rec 92:77-8 D 8 '27; Min Cong J 14:12-14 Ja '28
Annual convention, 31st, Washington, D.C., Dec. 5-8. Min Cong J 15:11-22+ Ja '29; Coal Age 33:769-70 D '28; Eng & Min J 126:952-5 D 15 '28; Manuf Rec 94:85-6 D 13 '28
Annual industrial development conference of the Southern division, 3d, Gulfport, Miss., Mar. 15-17. Min Cong J 14:269-72 Ap '28
Annual industrial development conference of the Southern division, 4th, Atlanta, April 11-12. Min Cong J 15:388 My '29
National committee of the American mining congress on mechanized mining. pors Min Cong J 14:818-22+ N '28
Officers and directors of the American mining congress; portraits. Min Cong J 13:874a-o D '27
Portraits of officers and directors. Min Cong J 14:869-73 D '28
Practical coal operating men, 5th annual convention, Cincinnati, May 7-12. Min Cong J 14:297-304, 393-460 My-Je '28; Coal Age 33:339-55 Je '28
Practical coal operating men, 6th annual convention, Cincinnati, May 13-18. Coal Age 34:338-50 Je '29; Min Cong J 15:329-41, 487-93 My-Je '29
Why the clearing house of mining. J. G. Bradley. Min Cong J 15:16-17+ Ja '29

Western division

Annual meeting, 7th, Spokane, Oct. 1-2. Min Cong J 15:904-9 N '29; Eng & Min J 128: 594-6 O 12 '29
Western division 6th annual meeting held jointly with Western section of A.I.M.E. and the mining section of California development association, Los Angeles, Sept. 10-13. Min Cong J 14:761-4 O '28; Eng & Min J 126:469-71 S 22 '28; Min & Met 9:445-6 O '28

AMERICAN motor transit company
Coast to coast motor system formed. Comm & Fin Chr 127:1105 Ag 25 '28
Greyhound and Yelloway lines merge. map Bus Transportation 8:168-9 Mr '29

AMERICAN multigraph company
Experiments in industrial democracy. O. F. Carpenter. il Factory & Ind Management 75:548-51 Mr '28

AMERICAN newspaper publishers' association
Annual fall meeting, 3d, Virginia Beach, Va. Ptr Ink 141:128 N 10 '27
Annual meeting, New York. Ptr Ink 143:41-2+ My 3 '28
Annual meeting, New York. Ptr Ink 147:65-6+ My 2 '29
Government's advertising investigation. Ptr Ink 141:115-18+ D 15; 101-4+ D 22 '27; 149:85-6+ O 17 '29

Bureau of advertising

Advertising background of a newspaper convention. Ptr Ink 143:54+ Ap 26 '28

AMERICAN oil burner association
American oil burner association; history. H. F. Tapp. Heat & Ven 26:144h, 145 Je '29
Annual convention, 5th, Chicago, April 3-5. Heat & Ven 25:85-92 My '28; Dom Eng 123:28-9+ Ap 14 '28
Annual convention, 6th, New York, April 9-11. Dom Eng 127:83-4+ My 4 '29; Oil & Gas J 27:32+ Ap 18 '29; Heat & Ven 26:89-92 My '29

AMERICAN oil chemists' society
Annual convention, 19th, New Orleans, May 14-15. Oil Paint & Drug Rep 113:25+ My 21 '28
Annual meeting, 20th, New Orleans, May 13-14. Oil Paint & Drug Rep 115:20+ My 20 '29
Semi-annual meeting, New York, Oct. 25-26. Oil Paint & Drug Rep 114:17 O 29 '28

AMERICAN oil men's association
Convention, West Baden, Ind., Nov. 2-4. Pet Age 20:35 N 15 '27
Convention, Chicago, March 6-8. Nat Pet N 20:45-6 Mr 14 '28; Oil Paint & Drug Rep 113:26 Mr 12 '28
Convention, Detroit, Oct. 9-11. Oil Paint & Drug Rep 114:43 O 22 '28
Oil marketers may merge associations. Oil Paint & Drug Rep 115:20 Mr 18 '29
Spring convention, Chicago, Feb. 12-14. Oil Paint & Drug Rep 115:20 F 18 '29

AMERICAN order of steam engineers
Annual convention, 42d, Atlantic City, June 11-14. Power 67:1167 Je 26 '28

AMERICAN paint and varnish manufacturers association
Annual convention, Detroit, Oct. 15-16. Oil Paint & Drug Rep 114:17+ O 22 '28
Annual meeting, 4th, Washington, D.C., Oct. 15-16. Oil Paint & Drug Rep 116:21 O 21; 51-5 O 30 '29

Educational bureau

Gregg memorial building dedicated. Oil Paint & Drug Rep 116:48-50 O 30 '29

AMERICAN paper and pulp association
Annual convention, 51st, New York. Paper Tr J 86:106-27 F 23 '28
Annual convention, 52d, New York city. Paper Tr J 88:107-23 F 21 '29
Quarterly report of secretary. Paper Tr J 88:30-1 My 2 '29

AMERICAN peace society

Library

Library of the American peace society. Mrs A. D. Call. Lib J 53:890 N 1 '28

AMERICAN petroleum institute
A.P.I. accepts Wilbur's invitation to attend Oil conservation conference. Oil & Gas J 28:29+ My 30 '29; Nat Pet N 21:27-8+ Je 5 '29; Oil Paint & Drug Rep 115:21 Je 3 '29
Annual meeting, 8th, Chicago, Dec. 5-8. Nat Pet N 19:17-18+ D 7; 17-20+ D 14 '27; Oil Paint & Drug Rep 112:21+ D 12 '27
Annual meeting, 9th, Chicago, Dec. 3-6. Nat Pet N 20:17-21+ D 5 '28; Oil Paint & Dru Rep 114:17, 41-3 D 10 '28
Brief outline of its activities. L. M. Fannin Min Cong J 14:679-81+ S '28
Code propagation and enforcement committees picked by A.P.I. Nat Pet N 21:90-1 Ag 21 '29; Oil & Gas J 28:42+ Ag 15 '29
Division of development and production engineering meeting, Colorado Springs, Jun 15. Nat Pet N 20:17-19 Je 20 '28
Division of development and production engineering meeting, Dallas, April 3-4. Nat Pe N 21:40-1 Ap 10 '29; Oil & Gas J 27:37- Ap 11 '29
Division of development and production engineering, Burbank chapter meeting, Burbank California, June 12. Nat Pet N 21:40-1 Je 1 '29
Division of production engineering organize by Institute. V. B. Guthrie. Nat Pet N 19 27-8 D 14 '27
Fall session of the Texas-Louisiana-Arkansa district; division of development and production engineering, Galveston, Sept. 5-6. Oi & Gas J 28:37+ S 12 '29
First chapter meeting of the Texas, Louisian and Arkansas district division of development and production engineering. J. H Dameron. Oil & Gas J 27:49+ Mr 7 '29
Meeting of standardization division, Colorado Springs, June 15. Nat Pet N 20:33-4+ Je 20 '28
Mid-continent district division of development and production engineering meeting, Tulsa, May 28-29. Oil & Gas J 28:30+ My 30 '29; Nat Pet N 21:35-6 Je 5 '29
Mid-continent district, division of development and production engineering, fall meeting. Oil & Gas J 28:237 O 10 '29
Open-door policy by Institute directors is inherent right of members. W. C. Platt. Nat Pet N 21:40-1 My 15 '29
Statistical work of the American petroleum institute. J. E. Pogue. Am Statis Assn J 24:sup118-20 Mr '29

AMERICAN pharmaceutical association
Annual meeting, 76th, Portland, Maine, Aug. 20-25. Oil Paint & Drug Rep 114:17+ Ag 27 '28
Annual meeting, 77th, Rapid City, South Dakota, Aug. 26-31. Oil Paint & Drug Rep 116:21 S 2 '29

AMERICAN pharmaceutical manufacturers' association
Annual meeting, 21st, Wawasee, Ind., June 4-7. Oil Paint & Drug Rep 113:25 Je 11; 26+ Je 18 '28
Annual meeting, 22d, Old Point Comfort, Va., June 3-6. Oil Paint & Drug Rep 115:21+ Je 10 '29
Midyear meeting, Pittsburgh, Dec. 2-3. Oil Paint & Drug Rep 112:22 D 12 '27

AMERICAN photoengravers' association
Annual convention, 32d, Cleveland. Ptr Ink 145:179 O 25 '28
Annual convention, 32d, Cleveland, Oct. 11-13. Inland Ptr 82:82 N '28

AMERICAN piano company
Why American piano company will retail radios. G: Urquhart. Sales Management 19:252 Ag 10 '29

AMERICAN power and light company
American power & light stock appreciates. Elec W 92:1067-8 N 24 '28
Key system of Electric bond and share on solid foundation. G. F. Mitchell. Mag of Wall St 43:208-9 D 1 '28
Listing. Comm & Fin Chr 125:2932 N 26 '27
Preferred stock offered. Comm & Fin Chr 126:2960-1 My 12 '28
Terms of exchange of stock for $5 preferred stock of American power & light co. Comm & Fin Chr 126:2310-11 Ap 14 '28

AMERICAN public health association
Annual meeting, Chicago, Oct. 15-19. Heat & Ven 25:84-6 D '28
Engineering section meeting, Chicago, Oct. 15-19. Eng N 101:626-7 O 25 '28

**MERICAN pulp and paper mill superintendents association**
Annual convention, 9th, Pittsfield, Mass., June 2. Paper Tr J 86:41-8 Je 7 '28
Annual meeting, 10th, Wausau, Wis., June 5-7. Paper Tr J 88:41-6+ Je 13 '29

**MERICAN radiator and standard sanitary corporation**
Acquires the Thomas Maddock's sons co. Dom Eng 128:91-2 Ag 24 '29

**MERICAN radiator company**
American radiator co. to purchase Kewanee boiler company. Am Soc Heat & V E J 33:750-1 D '27
Glancing backward; high lights in the evolution of leaders in the heating and ventilating industry. il Heat & Ven 26:99-101 Ja '29
How American Radiator gives old men new sales ideas. R. C. Hay. Sales Management 14:853-4+ My 26 '28
Mechanized operations feature largest boiler foundry. E. Bremer. il Foundry 56:736-40+, 799-802+, 881-4+; 57:82-5 S 15-O 1, N 1 '28, Ja 15 '29
Merger of American radiator co. and Standard sanitary mfg. co. Dom Eng 126:99-100 F 23 '29; Iron Tr R 83:1691 D 27 '28; Comm & Fin Chr 128:1057 F 16 '29

**MERICAN radiator company building, London**
Ideal House; views. Architecture 60:201-4 O '29

**MERICAN railway association**
Joint meeting, with A.R.E., New York, Nov. 16-17. Ry Age 83:997-9 N 19 '27

**Electrical section**

A.R.A. electrical section reorganized. Ry Age 87:714 S 28 '29
Meeting, 1st, New York, Oct. 30. Ry Age 87:1103-5 N 9 '29

**Equipment painting section**

Annual meeting, 7th, Montreal, Sept. 11-13. Ry Age 85:505-6 S 15 '28; Ry Mech Eng 102:590-9 O '28
Annual meeting, 8th, Kansas City, Mo., Sept. 10-12. Ry Age 87:632 S 14 '29; Ry Mech Eng 103:578-89 O '29

**Freight claim division**

Annual session, 38th, Washington, May 21-24. Ry Age 86:1290-5 Je 1 '29

**Freight station section**

Annual convention, 8th, Niagara Falls, June 19-22. Ry Age 84:1523-4 Je 30 '28
Annual meeting, 9th, Denver, June 18-21. Ry Age 86:1555-6 Je 29 '29

**Mechanical division**

Annual meeting, 9th, Atlantic City, June 20-27. Ry Age 84:1420D70-84, 1420D119-31, 1490D6-25, 1490D105-10, 1490D132-55, 1490-D164-85 Je 21-23, 26-28 '28; Am Mach 68:1072a Je 28 '28
Annual meeting, 10th, Los Angeles, Calif., June 25-28. Ry Age 87:29-120 Jl 6 '29; Ry Mech Eng 103:360-452 Jl '29
Mechanical division represents a great industry; growth since beginning of the organization. Ry Age 86:1423-6 Je 22 '29

**Motor transport division**

Annual meeting, 1st, Detroit, Oct. 24-26. Ry Age 85:853-4, 1050-9 sec 2 O 27, sec 2 N 24 '28; Automotive Ind 59:637 N 3 '28; Bus Transportation 7:670 D '28
Convention, Atlantic City, June 21-23. Automotive Ind 58:997 Je 30 '28; Ry Age 85:181-8 sec 2 Jl 28 '28; Bus Transportation 7:439 Ag '28
Meeting, St Louis, Feb. 26-Mar. 1. Ry Age 86:695-7 sec 2 Mr 23 '29; Elec Ry J 73:405-6 Mr 9 '29; Bus Transportation 8:191-3 Ap '29
Organization meeting, Chicago, Jan. 25. Ry Age 84:277, 503-5 sec 2 Ja 28-F 25 '28; Bus Transportation 7:117 F '28
Plans of the Motor transport division. Ry Age 83:1111 D 3 '27; Same. Bus Transportation 7:50 Ja '28
Story of the Motor transport division, A.R.A. Ry Age 84:1482-5 sec 2 Je 23 '28

**Purchases and stores division**

Annual meeting, 9th, Atlantic City. Ry Age 84:1420D87-103, 1420D133-5, 1420D142-63. 1490D34-49 Je 21-23 '28
Annual meeting, 10th, San Francisco. Ry Age 86:1573-1609 Je 29 '29

**Safety section**

Annual meeting, 8th, Buffalo, May 15-17. Ry Age 84:1159-61, 1197-8 My 19-26 '28
Annual meeting, 9th, Indianapolis, April 23-25. Ry Age 86:1045-9 My 4 '29

**Signal section**

Meeting, Atlantic City, N.J., Sept. 11-13. Ry Age 85:500-3, 545-7 S 15-22 '28
Meeting, Atlanta, Sept. 10-12. Ry Age 87:643-7 S 14 '29

**Telegraph and telephone section**

Annual meeting, 12th, San Francisco, Sept. 18-20. Ry Age 85:613-16 S 29 '28
Annual convention, 13th, St Paul, Minn., Sept. 17-20. Ry Age 87:727-30 S 28 '29

**Transportation division**

Annual meeting, 10th, Chicago, May 28-29. Ry Age 86:1329-30 Je 8 '29

**AMERICAN railway bridge and building association**
Annual convention, 38th, Boston, Oct. 23-25. Ry Age 85:811-17, 891-6 O 27-N 3 '28; Eng N 101:669 N 1 '28
Annual convention, 39th, New Orleans, La., Oct. 15-17. Ry Age 87:905-10 O 19 '29

**AMERICAN railway development association**
Annual meeting, Houston, Texas, May 22-24. Ry Age 86:1333-4 Je 8 '29
Semi-annual meeting, 19th, Chicago, Dec. 1-2. Ry Age 83:1169-70 D 10 '27
Semi-annual meeting, 20th, Chicago, Dec. 6-7. Ry Age 85:1193-6 D 15 '28

**AMERICAN railway engineering association**
Annual convention, 29th, Chicago, Mar. 6-8. Eng N 100:449-51, 456+ Mr 15 '28; Elec Ry J 71:509-10 Mr 24 '28; Ry Age 84:560D55-94 Mr 7 '28
Annual meeting, Chicago, March 5-7. Eng N 102:437-9 Mr 14 '29

**AMERICAN railway express company**
Annual report, year ended Dec. 31, 1928. Comm & Fin Chr 128:3178 My 11 '29
Boss of 60,000 rarely gives an order. W: A. McGarry. Forbes 22:16-18 S 1 '28
Handling express by tractor and trailer. M. T. Hanrahan. Ry Age 83:1085-6 sec 2 N 26 '27
Report and plan for the future conduct of express business. Ry Age 85:116-19, 168 Jl 21-28 '28; Same. Comm & Fin Chr 127:548-9 Jl 28 '28
*See also* Railway express agency, inc.

**AMERICAN railway magazine editors' association**
Annual convention, 4th, Columbia, Mo., May 10-11. Ry Age 84:1205-6 My 26 '28

**AMERICAN railway tool foremen's association**
Annual convention, 16th, Chicago, Sept. 12-14. Am Mach 69:484a+ S 20 '28; Ry Mech Eng 102:584-7 O '28
Annual convention, 17th, Chicago, Sept. 11-13. Ry Age 87:688 S 21 '29; Ry Mech Eng 103:599-605 O '29

**AMERICAN refractories institute**
Convention, St Louis, Mo., Dec. 6-7. Brick & Clay Rec 71:937-8 D 20 '27
Fall meeting, New York, Oct. 24. Iron Age 122:1113 N 1 '28; Iron Tr R 83:1165 N 1 '28

**AMERICAN rice export corporation**
American rice export corporation seeks incorporation under Webb act. Comm & Fin Chr 126:2905 My 12 '28

**AMERICAN road builders' association**
Abstracts of papers presented at the 1928 convention. Roads & Sts 68:75-9 F '28

**AMERICAN road builders' association**—*Cont.*

Annual convention and road show, 25th, Cleveland, Jan. 9-13. Good Roads 71:7-9, 90-1 Ja-F '28; Manuf Rec 93:61-3 Ja 19 '28; Roads & Sts 68:39-44, 93-4 Ja-F '28; Foundry 56:115+ F 1 '28; Pub Works 56:80-2 F '28

Annual convention, 26th, Cleveland. Eng N 102:148-51 Ja 24 '29; Can Eng 56:173-8 Ja 22 '29; Manuf Rec 95:41-3 Ja 24; 59-60 Ja 31 '29; Good Roads 72:92-5 F '29; Pub Works 60:82-4 F '29

City engineers' problems discussed at Cleveland convention. il Munic N & Water Works 76:59-67 F '29

**City officials' division**

Objects of the City officials' division. H. C. Whitehurst. Munic N & Water Works 76:59-60 F '29

**Manufacturers division**

Highway industries association becomes Manufacturers division of American road builders' association. Good Roads 71:478 Ag '28

**AMERICAN rolling mill company**

Annual report. Comm & Fin Chr 126:1813 Mr 24 '28

Annual report, 28th, year ended Dec. 31, 1928. Comm & Fin Chr 128:1898 Mr 23 '29

Debentures offered. Comm & Fin Chr 126:255 Ja 14 '28

Footsteps through Armco's continuous process plant; illustrations. Ind Eng 86:285-8 Je '28

Promote employees from the ranks; Armco policy of preparing men for advancement. il Iron Age 123:204-7 Ja 17 '29

Rights. Comm & Fin Chr 129:2859 N 2 '29

Rising earnings trend lends investment attraction. A. B. Sprague. Mag of Wall St 44:932-3+ S 21 '29

Symposium on practices at Armco. J: H. Van Deventer and others. il Ind Eng 86:270-96 Je '28

**AMERICAN short line railroad association**

Annual convention, 16th, Mexico City, May 10. Ry Age 84:1199-1202 My 26 '28

Annual meeting, Washington, Dec. 8-9. Ry Age 83:1214-16 D 17 '27

**AMERICAN smelting and refining company**

Annual report, 29th, for the year ended December 31, 1927. Comm & Fin Chr 126:1343, 1376-8 Mr 3 '28; Excerpts. Eng & Min J 125:434 Mr 10 '28

Annual report, 30th, for year ended Dec. 31, 1928. Comm & Fin Chr 128:1543-4, 1584-5 Mr 9 '29; Abstract. Eng & Min J 127:501 Mr 23 '29

Established leader in the industry holds its investment attraction. C. H. Owen. Mag of Wall St 44:38-9+ My 4 '29

Investment opportunities under current market conditions. Mag of Wall St 45:113 N 16 '29

Proposed readjustment of the company's financial structure. Eng & Min J 126:728 N 3 '28

Semi-annual report, six months ended June 30, 1928. Comm & Fin Chr 127:1942 O 6 '28

Semi-annual report, six months ended June 30, 1929. Comm & Fin Chr 129:2222 O 5 '29

**AMERICAN society for municipal improvements**

Annual convention, Dallas, Texas, Nov. 14-18. Pub Works 58:484-5 D '27

Annual convention, 34th, Detroit, Mich., Oct. 22-26. Eng N 101:659-61, 669-70 N 1 '28; Pub Works 59:sup37-8 D '28

Annual convention, 35th, Philadelphia, Oct. 14-17. Pub Works 60:sup39+ N '29; Eng N 103:658-60 O 24 '29

**AMERICAN society for steel treating**

Annual convention, 10th, Philadelphia, Oct. 8-12. Iron Age 122:953-63 O 18 '28; Iron Tr R 83:975-81+ O 18 '28; Am Mach 69:636b-c O 18 '28; Am Soc Steel Tr Trans 14:655-94 N '28

Annual convention, 11th, Cleveland, Sept. 9-13. Am Soc Steel Tr Trans 16:513-50 O '29; Automotive Ind 61:417-22 S 21 '29; Iron Tr R 85:725-8+ S 19 '29; Mach 36:159-60 O '29

Semi-annual meeting, Montreal, Feb. 16-1 Iron Age 121:535-9 F 23 '28; Iron Tr R 8: 539-41 F 23 '28

**AMERICAN society for testing materials**

Annual group meetings of committees, Washington, March 21-23. Iron Age 121:871-2 M 29 '28; Eng N 100:527+ Mr 29 '28; Foundr 56:314-15 Ap 15 '28; Metal Ind 26:162-3 A '28

Annual meeting, 31st, Atlantic City, June 2 29. Eng N 101:22-7 Jl 5 '28; Iron Tr R 8 15-18+ Jl 5 '28; Iron Age 122:28-30+, 141 2 Jl 5, 19 '28; Am Mach 69:36b Jl 5 '2 Foundry 56:563-8 Jl 15 '28; Metal Ind 26:311 12 Jl '28; Ry Age 85:27-8 Jl 7 '28

Annual meeting, 32d, Atlantic City, June 24 28. Eng N 103:19-22, 63-6 Jl 4-11 '29; Iro Age 124:9-13 Jl 4 '29; Iron Tr R 85:14-18 J 4 '29; Metal Ind 27:322-4 Jl '29; Ry Ag 87:9-11 Jl 6 '29; Foundry 57:608-12 Jl 15 '2

Annual spring group meeting of committees Chicago, March 19-22. Iron Age 123:887 M 28 '29; Metal Ind 27:171 Ap '29

Work in the field of standardization of the American society for testing materials. C. L Warwick. Ann Am Acad 137:49-59 My '28

Year book. 320p The Society, 1315 Spruce st. Philadelphia '29

**Textile committee**

Committee D-13 meeting, Providence, Mar. 8 9. Textile World 73:1697-1702 Mr 17 '28

Committee D-13 fall meeting, Washington, D.C., Oct. 10-11. Textile World 74:2113-15 O 20 '28

Committee D-13 meeting, Boston and Lowell, Mass., March 14-15. Textile World 75:1943-4 Mr 23 '29

Committee D-13 submits annual report to A.S.T.M. and elects officers. Textile World 73:3945-7 Je 30 '28

Committee D-13 submits annual report. Textile World 75:4075-9 Je 29 '29

**AMERICAN society of agronomy**

Annual meeting, 21st, Washington, Nov. 22-23. Oil Paint & Drug Rep 114:47 D 3 '28

**AMERICAN society of civil engineers**

Annual award of medals and prizes. pors Eng N 102:118-19 Ja 17 '29

Annual meeting, 75th, New York, Jan. 18-21. Eng N 100:156-60 Ja 26 '28

Annual meeting, New York. Eng N 102:137-41 Ja 24 '29

Annual report of the board of direction and various divisions for the year ending December 31, 1927. Am Soc C E Pro 54: [Soc affairs] 81-119 Mr '28

Awards, prizes and medals. pors Eng N 100:128-9 Ja 19 '28

Meeting, Boston, Oct. 9-11. Eng N 103:613-15 O 17 '29

Meeting, Dallas, Texas, April 24-26. Eng N 102:715-17 My 2 '29

Meeting, San Diego. Eng N 101:553-5 O 11 '28

Spring meeting, Washington, D.C. Eng N 100:705-6 My 3 '28

Summer meeting, Buffalo, N.Y., July 18-20. Eng N 101:137-9 Jl 26 '28; Power 68:210-11 Jl 31 '28

Summer meeting, Milwaukee, Wis., July 9-12. Eng N 103:105-7 Jl 18 '29; Ry Age 87:255-8 Jl 27 '29

**AMERICAN society of heating and ventilating engineers**

Annual convention, 34th, New York, Jan. 23-26. Heat & Ven 25:87-101 F '28; Power 67:223-4 Ja 31 '28; Dom Eng 122:26-8+ F 4; 34-5+ Mr 3 '28; Am Soc Heat & V E J 34:209-38 Mr '28

Annual meeting, 35th, Chicago, Jan. 28-31. Heat & Ven 26:77-85 F '29; Dom Eng 126:82+ F 9 '29; Power 69:253-4 F 5 '29

Program of semi-annual meeting, Ontario, Canada, June 26-28. Heating-Piping 1:161 Je '29

Semi-annual meeting, 34th, West Baden, Indiana, June 26-29. Am Soc Heat & V E J 34:631-40 Ag '28; Dom Eng 124:25-6+ Jl 7; 37+ Jl 14; 29+ Ag 11 '28; Heat & Ven 25:100-7 Jl '28; Power 68:81-2 Jl 10 '28

**AMERICAN society of heating and ventilating engineers**—*Continued*

Semi-annual meeting, 35th, Lake-of-Bays, Ontario, June 26-28. Dom Eng 128:77-9+ Jl 13 '29; Heat & Ven 26:75-81 Jl '29; Power 70:69-70 Jl 9 '29; Heating-Piping 1: 337-54 Ag '29

**Research laboratory**

Research laboratory outstanding achievement of A.S.H. & V.E. A. V. Hutchinson. Heat & Ven 26:144b-c Je '29

Third annual open house of the research laboratory. il Dom Eng 125:26-8 O 20 '28; Heat & Ven 25:96-7 N '28

**AMERICAN society of mechanical engineers**

Annual meeting, 48th, New York, Dec. 5-9. Mech Eng 50:87-95 Ja '28; Am Mach 67: 958a-c D 15 '27; Automotive Ind 57:906-7 D 17 '27; Iron Tr R 81:1515-16+ D 15 '27; Power 66:912-32 D 13 '27; Power Pl Eng 32:78-81 Ja 1 '28

Annual meeting, 49th, New York, Dec. 3-7. Mech Eng 51:90-3 Ja '29; Am Mach 69: 942a-b, 964-72 D 13-20 '28; Automotive Ind 59:868-71 D 15 '28; Elec W 92:1213 D 15 '28; Iron Tr R 83:1501-3 D 13 '28; Power 68:960-73 D 11 '28

Materials handling and management divisions meet with the American management association, Detroit, May 1-3. Iron Tr R 84:1265-7 My 9 '29; Iron Age 123:1286-8+ My 9 '29; Am Mach 70:825-9 My 23 '29

National fuels meeting, 2d, Cleveland, Sept. 17-21. Iron Tr R 83:734, 773+ S 20-27 '28; Power 68:536-8 S 25 '28; Coal Age 33:655-6 O '28; Power Pl Eng 32:1114-15 O 15 '28; Mech Eng 50:876-9 N '28

National fuels meeting, 3d, Philadelphia, Oct. 7-10. Iron Tr R 85:978-80 O 17 '29; Power 70:617-19 O 15 '29; Coal Age 34:683-4, 707-8 N '29; Gas Age 64:643-4+ N 2 '29; Mech Eng 51:870-1 N '29; Power Pl Eng 33:1193-5 N 1 '29

New England industries meeting, Boston. Oct. 1-3. Iron Age 122:898-9 O 11 '28; Mech Eng 50:874-5 N '28

Semi-annual meeting, Salt Lake City, July 1-4. Power Pl Eng 33:868-70 Ag 1 '29

Spring meeting, Pittsburgh, May 14-17. Iron Tr R 82:1349-51+ My 24 '28; Mach 34:781 Je '28; Power 67:924-5 My 22 '28; Power Pl Eng 32:651-2 Je 1 '28; Mech Eng 50:537-44 Jl '28

Spring meeting, Rochester, N.Y., May 13-16. Iron Age 123:1417-18+ My 23 '29; Iron Tr R 84:1402-3+ My 23 '29; Mach 35:725-6 Je '29; Mech Eng 51:557-8 Jl '29

Synopses of A.S.M.E. annual meeting papers. Mech Eng 51:883-90 N '29

Synopses of Rochester meeting papers. Mech Eng 51:402-6 My '29

Two more A.S.M.E. divisions start national meetings; Materials handling division at Philadelphia and Textile division at Boston. Mech Eng 50:652-3 Ag '28

**Aeronautical division**

National meeting, 2d, Detroit, June 28-30. Mech Eng 50:731-2 S '28; Automotive Ind 59:50-2 Jl 14 '28

National meeting, 3d, St Louis, May 27-30. Automotive Ind 60:884-5 Je 8 '29; Airway Age 10:994-9 Jl '29

Seaplane meeting at Cleveland, August 31. Aviation 27:571-3 S 14 '29

**Iron and steel division**

Annual meeting, Chicago, Nov. 14-15. Iron Tr R 83:1312-13 N 22 '28; Iron Age 122:1301-3 N 22 '28

Meeting, 1st, Youngstown, Ohio, Nov. 10. Iron Age 120:1370-1 N 17 '27; Iron Tr R 81:1267-8 N 17 '27; Power 66:801 N 22 '27; Blast F & Steel Pl 15:563-72+ D '27; Mech Eng 49: 1366 D '27

Meeting, Cleveland, Sept. 11-13. Iron Tr R 85: 731+ S 19 '29

**Machine shop division**

Annual machine shop practice session, Chicago, March 14. Iron Tr R 82:792 Mr 22 '28

Machine shop practice division 2d annual meeting, Cincinnati, Sept. 24-27. Iron Age 122:822-5 O 4 '28; Iron Tr R 83:874-6+ O 4 '28; Mach 35:137-8 O '28

**Oil and gas power division**

Meeting, 2d, State College, Pa., June 24-27. Power 70:51-5 Jl 9 '29; Power Pl Eng 33: 922-5 Ag 15 '29

**Textile division**

National meeting, 1st, Boston, May 22. Textile World 73:3258-60 My 26 '28

Second national meeting, Greenville, S.C., Oct. 17. Textile World 74:2271-2 O 27 '28

**AMERICAN society of refrigerating engineers**

Annual meeting, 23d, New York, Dec. 5-7. Refrig W 62:36+ D '27; Refrig Eng 15:20-31 Ja '28

Annual meeting, 24th, New York, Dec. 5-8. Refrig W 63:38-9+ D '28; Power 68:1019 D 18 '28; Refrig Eng 17:20-1, 28-33 Ja '29

John Edwin Starr, first president, nominated as honorary member; with reprint of presidential address, 1905. Refrig Eng 17:133-5 My '29; Same abr. Refrig W 64:36-8 My '29

Spring meeting, 16th, State College, Pa., June 20-22. Refrig W 64:34+ Jl '29; Refrig Eng 18:20-1, 27, 28-30 Jl '29

Western meeting, 15th, Detroit, June 4-7. Refrig W 63:30, 32 Je '28

**AMERICAN society of sanitary engineering**

Annual meeting, 23d, Milwaukee, Wis., August 21-24. Dom Eng 124:39-40+ S 1; 52+ S 8 '28

Annual meeting, 24th, Detroit, Sept. 3-6. Dom Eng 128:159-61+ S 21 '29

Forty-seven years of plumbing inspection. A. R. McGonegal. Dom Eng 124:24-7 Ag 11 '28

Inspectors' society twenty-three years old. A. R. McGonegal. Dom Eng 128:71-2+ Ag 24 '29

**AMERICAN soft wheat millers export corporation**

American soft wheat millers export corporation formed under Webb law. Comm & Fin Chr 126:2905 My 12 '28

**AMERICAN solvents and chemical corporation**

Report for 1927. Oil Paint & Drug Rep 113: 52 Mr 19 '28

**AMERICAN spice trade association**

Annual meeting, New York, May 8-9. Oil Paint & Drug Rep 113:26+ My 14 '28

**AMERICAN standards association**

A.E.S.C. to change its name and constitution. Mech Eng 50:720-1 S '28; Am Mach 69:74f-g Jl 12 '28; Elec Ry J 72:63 Jl 14 '28; Elec W 92:81 Jl 14 '28; Iron Tr R 83:134 Jl 19 '28; Oil Paint & Drug Rep 114:17 Jl 16 '28

American standards association established by unanimous vote of member bodies. Safety Eng 56:159-60 N '28; Same. Mech Eng 50: 958-9 D '28; Same. Min Cong J 14:931-2 D '28

American standards association will encourage national standards. Iron Tr R 85:143 Jl 18 '29

Industrial leaders direct standardization. Iron Age 124:104 Jl 11 '29; Iron Tr R 85: 81 Jl 11 '29

Member-bodies and representatives of the American standards association. Mech Eng 51:386-7 My '29

National standardization to be speeded by procedure changes. Foundry 56:721-2 S 1 '28

Serving industry through American standards. W. J. Serrill. il Min Cong J 15:106-10 F '29

Standardization—the way to profits. R. A. Brady. Forbes 24:16-18+ O 1 '29

Work of the American engineering standards committee. P. G. Agnew. Ann Am Acad 137:13-16 My '28

**AMERICAN states securities corporation**

Consolidation plan. Comm & Fin Chr 127:3087-8, 3704 D 1, 29 '28

**AMERICAN statistical association**

Handbook of the American statistical association, 1928. Am Statis Assn J 23:sup1-80 D '28

**AMERICAN steel and heavy hardware association**

Annual convention, 19th, Boston, May 22-24. Iron Age 121:1535+ My 31 '28; Iron Tr R 82:1419 My 31 '28

Annual convention, 20th, Washington, May 21-23. Iron Age 123:1499-1500 My 30 '29; Iron Tr R 84:1510-11 My 30 '29

**AMERICAN steel foundries**

**Laboratories**

American steel foundries establishes steel foundry laboratory. il Iron Age 122:280-1 Ag 2 '28

New research laboratory at East Chicago. il Blast F & Steel Pl 17:1027-30 Jl '29

Steel foundry operates an extensive research laboratory; American steel foundries, East Chicago, Ind. W. C. Hamilton. il Foundry 56:789-92 O 1 '28; Same cond. Iron Tr R 83:838-9+ O 4 '28

**AMERICAN stove company**

Merger that created a successful advertiser. A. E. Haase. Ptr Ink 144:3-4+ Jl 26 '28

**AMERICAN sugar refining company**

Annual report, 14th, year ended Dec. 31, 1927. Comm & Fin Chr 126:1653-4 Mr 17 '28

Annual report, year ended Dec. 31, 1928. Comm & Fin Chr 128:1898 Mr 23 '29

Eight promising dividend payers of the future. Mag of Wall St 42:1102 O 20 '28

Opportunities in low-priced stocks of recovering companies. Mag of Wall St 42:398 Je 30 '28

7% cumulative preferred stock. Mag of Wall St 41:865 Mr 10 '28

**AMERICAN superpower corporation**

Preferred stock offered. Comm & Fin Chr 127:1804 S 29 '28

Proposed revision of the capital structure. Comm & Fin Chr 126:1037 F 18 '28

Superpower acquires interest in United corporation. Elec W 93:220-1 Ja 26 '29

**AMERICAN supply and machinery manufacturer's association**

Annual triple convention, Atlantic City, May 7-9. Iron Tr R 84:1326-7+ My 16 '29; Iron Age 123:1356-61 My 16 '29

Consolidation with the other two supply associations discussed at annual convention, Nashville, May 15-17. Iron Age 121:1470-2 My 24 '28

**AMERICAN surety company**

American Surety and New York Casualty join forces. Spectator 122:3+ My 16 '29

Report on examination by the New York insurance department. Spectator 119:27-9 D 22 '27

**AMERICAN tax institute, inc.**

Organization. Trust Companies 48:240 F '29

**AMERICAN telephone and telegraph company**

A. T. & T. company's budget system. C. A. Heiss. Ry Age 85:1187-9 D 15 '28

Annual report for the year 1927. Comm & Fin Chr 126:1342, 1371-3 Mr 3 '28; Abstract. Bradstreet's 56:170 Mr 10 '28

Annual report for year ended Dec. 31, 1928. Comm & Fin Chr 128:1542-3, 1580-3 Mr 9 '29; Excerpts. Pub Serv Management 46:104 Ap '29; Abstracts. Bradstreet's 57:167 Mr 9 '29; Elec W 93:563 Mr 16 '29

Business forecasts put to practical use; telephone company applies general industrial curve and supplementary data to manufacturing, line extension and toll service needs. Iron Age 122:1487-8 D 13 '28; Same. Min & Met 10:4 Ja '29

Capital stock. Mag of Wall St 42:46 My 5 '28

Growth of the telephone industry. Bradstreet's 57:294-5 My 4 '29

Investment opportunities in 12 independent movers. Mag of Wall St 43:398-9 D 29 '28

Issue of $225,000,000 of convertible bonds approved. Comm & Fin Chr 128:2990 My 4 '29

New policy of the American telephone and telegraph company. Harvard Business R 7:74-86 O '28

Rights to subscribe at par for approximately $185,000,000 additional stock to be given stockholders. Comm & Fin Chr 126:3114 My 19 '28

Ten best stocks in the present market. Mag of Wall St 44:604+ Jl 27 '29

Tremendous changes in communication industry indicated by recent development W. S. Hiatt and F. Otter. Mag of Wall S 43:312 D 15 '28

**Engineering library**

Engineering library of the general staff. E Rispin. il Lib J 54:341-3 Ap 15 '29

**AMERICAN tin trade association**

Meeting, New York City, June 12. Iron Age 123:1717 Je 20 '29

Organization, Oct. 26. Comm & Fin Chr 127 2296 O 27 '28

**AMERICAN tobacco company**

Investment opportunities in 12 independen movers. Mag of Wall St 43:399 D 29 '28

Opportunities among the dividend payers i major industries. Mag of Wall St 44:223 J 1 '29

Price fixing: latest interpretations of the Clayton act. A. W. Gray. Adv & Sell 13:27+ 18 '29

Stocks with the greatest promise in 10 leading industries. Mag of Wall St 43:839-40 M 9 '29

**AMERICAN trustee share corporation**

Trustee shares offered. Comm & Fin Chr 129 2074-5 S 28 '29

**AMERICAN type founders company**

Annual report, year ended Aug. 31, 1928. Comm & Fin Chr 127:2678 N 10 '28

Annual report, year ended Aug. 31, 1929. Comm & Fin Chr 129:2853 N 2 '29

**AMERICAN union of decorative artists and craftsmen**

Decorative artists form union. Arch Rec 64: 164 Ag '28

**AMERICAN water meter institute**

Organization. Munic N & Water Works 75: 47 Jl '28

**AMERICAN water works and electric company**

Annual report, 14th, year ended Dec. 31, 1927. Comm & Fin Chr 126:1973-4 Mr 31 '28

Annual report, 15th, year ended Dec. 31, 1928. Comm & Fin Chr 128:1219-20 F 23 '29

Attractive short term public utility bond. F. C. Fullerton. Mag of Wall St 43:925-6 Mr 23 '29

Merits and prospects. Moody's Inv Serv 20: 61-2 F 9 '28

**AMERICAN water works association**

Annual convention, 48th, San Francisco, June 11-15. Eng N 100:962-7, 984+, 1011-16 Je 21-28 '28; Can Eng 55:109-13 Jl 3 '28

Annual convention, Toronto, June 24-28. Eng N 103:23-9 Jl 4 '29; Can Eng 57:99-101+ Jl 9 '29

Membership list, officers and committees for 1928-1929. Am Water Works Assn J 20: supl-119 O '28 [Published annually]

Proposed constitution. Am Water Works Assn J 21:687-99 My '29

**Canadian section**

Annual meeting, 8th, London, Ont., Mar. 7-9. Can Eng 54:79-106 Mr 13 '28

Annual meeting, 9th, Toronto, Ont., June 26. Can Eng 57:102-4+ Jl 9 '29

**AMERICAN waxed paper manufacturers**

Annual summer meeting, Hamilton, Ontario, July 13-14. Paper Tr J 87:36 Ag 2 '28

**AMERICAN welding society**

Annual fall meeting, Phila., Oct. 8-12. Eng N 101:599-600 O 18 '28; Iron Age 122:1025-7 O 25 '28; Iron Tr R 83:982-3+ O 18 '28; Power 68:651-2 O 16 '28

Annual fall meeting, 9th, Cleveland, Ohio, Sept. 9-13. Eng N 103:463-6 S 19 '29; Automotive Ind 61:439-41 S 28 '29; Iron Age 124:741-2 S 19 '29; Iron Tr R 85:729-30+ S 19 '29 Power 70:463-5 S 17 '29

**AMERICAN welding society**—*Continued*

Annual spring meeting, New York, April 25-27. Power 67:828 My 8 '28; Iron Age 121:1244+ My 3 '28; Iron Tr R 82:1179-80 My 3 '28

Annual spring meeting, N. Y. April 24-26. Eng N 102:722-3 My 2 '29; Iron Age 123:1217+ My 2 '29; Iron Tr R 84:1225-7 My 2 '29; Power 69:727-8 Ap 30 '29

**AMERICAN wholesale coal association**

Annual convention, 12th, Cincinnati, June 5-6. Coal Age 33:387 Je '28

**AMERICAN window glass company**

Annual report, year ended Aug. 30, 1929. Comm & Fin Chr 129:2854 N 2 '29

**AMERICAN woman's realty corporation**

Bonds offered. Comm & Fin Chr 125:3202 D 10 '27

**AMERICAN wood preservers' association**

Annual meeting, 24th, Montreal, Jan. 24-26. Can Eng 54:183-9 Ja 31 '28; Ry Age 84:305-10 F 4 '28

Annual convention, 25th, Louisville, Ky., Jan. 22-24. Ry Age 86:307-11 F 2 '29

**AMERICAN woolen company**

American woolen shows profit for 1927. Textile World 73:1710+ Mr 17 '28

Annual report, 29th, for year ended Dec. 31, 1927. Comm & Fin Chr 126:2470 Ap 21 '28

Annual report, 30th, year ended Dec. 31, 1928. Comm & Fin Chr 128:1899 Mr 23 '29

Changes in American woolen company. Textile World 75:3303+ My 25 '29

**AMERICAN writing paper company, incorporated**

Profits from "horse sense" revived big corporation. J. Heywood. il Forbes 20:18-20 D 1 '27

Proposed recapitalization. Comm & Fin Chr 127:2532-3 N 3 '28

**AMERICAN zinc institute**

Annual meeting, 10th, St Louis, April 16-18. Eng & Min J 125:712 Ap 28 '28; Oil Paint & Drug Rep 113:34 Ap 23 '28

Annual meeting, 11th, St Louis, April 15-17. Eng & Min J 127:691 Ap 27 '29; Oil Paint & Drug Rep 115:21 Ap 22 '29; Min Cong J 15:337 My '29

Review of activities. R. M. Roosevelt. Comm & Fin Chr 127:760 Ag 11 '28

Work of the American zinc institute. S. S. Tuthill. Min Cong J 14:320-1 My '28

**AMERICANS**

*See also* National characteristics, American

**AMESBURY, Massachusetts**

**Water supply**

Iron-removal plant for Amesbury, Mass. G: A. Sampson. il plans 3 fold pls N E Water Works Assn J 42:53-64 Mr '28

**AMHERST, Massachusetts**

**Hotels**

Lord Jeffery Inn, Amherst, Mass. il diags plans Am Arch 134:25-36 Jl 5 '28

**MIDES**

Melting points of the substituted amides of dibasic acids. C. R. Barincoat. Chem Soc J p 2926-9 D '27

Velocity of esterification of amides in alcohol. H. A. Taylor and T: W. Davis. J Phys Chem 32:1467-80 O '28

**MIDO compounds**

Nitro and amido compounds; safe practices in production of materials used in production of dyestuffs and explosives. C. Ainsworth. Chemicals 32:29-31 N 4 '29

**MIESITE**

Amiesite paved railway crossings. C: A. Mullen. il Can Eng 55:183-5 Jl 31 '28

**MINES**

Action of substituted aromatic amines on camphoric anhydride; bromo- and iodo-camphoranilic acids and camphoro-bromo- and iodo-phenylimides. M. Singh, R. S. Ahuja and K. Lal. Chem Soc J p 2410-14 S '28

Action of thiocyanogen upon O,N-disubstituted hydroxylamines and primary amines. L. W. Jones and E. E. Fleck. Am Chem Soc J 50:2018-28 Jl '28

Amination by ammonolysis—a unit chemical engineering process. P. H. Groggins. Chem & Met Eng 36:273-5 My '29

Arylamine salts of the naphthalene-sulphonic acids; acetylation of peri, Laurent, and Brönner acids and the arylamine salts of their acetyl derivatives. R. B. Forster, T. H. Hanson and R. Watson. Soc Chem Ind J 47:155-7 Je 1 '28

Arylamine salts of the naphthalene-sulphonic acids; salts of Koch acid, H acid and chromotropic acid. R. B. Forster and D. H. Mosby. Soc Chem Ind J 47:157-9 Je 1 '28

Contribution to our knowledge of disinfectant action; the relations of phenols and amines to proteins. E. A. Cooper and J: Mason. J Phys Chem 32:868-75 Je '28

Effect of the cyanide group on the basicity of aliphatic amines as determined in water and alcohol solutions. T. D. Stewart and V. Cook. Am Chem Soc J 50:1973-83 Jl '28

Equilibrium in the binary systems cresols-amines. N. A. Pushin and L. Sladovic. Chem Soc J p 2474-83 S '28

Formation of primary amines from Grignard reagents and monochloro-amine. G: H. Coleman, C. R. Hauser and C: B. Yager. Am Chem Soc J 50:1193-6; 51:567-9 Ap '28, F '29

Infra-red absorption by the N-H bond; in aryl, alkyl and aryl-alkyl amines. J. W. Ellis. diag Am Chem Soc J 50:685-95 Mr '28

Modification of the Curtius synthesis of primary amines. R: H. F. Manske. Am Chem Soc J 51:1202-4 Ap '29

Phenylisothiocyanate and ortho-tolylisothiocyanate as reagents for primary aromatic amines. T. Otterbacher and F. C. Whitmore. Am Chem Soc J 51:1909-11 Je '29

Studies in the nitration of substituted tertiary aromatic amines. G: R. Clemo and J. M. Smith. Chem Soc J p 2414-22 S '28

Studies relating to boron; reaction of boron trifluoride with ammonia and alkylamines. C: A. Kraus and E. H. Brown. Am Chem Soc J 51:2690-6 S '29

*See also* Furfuryl amines; Methylamine

**Analysis**

Identification of amines; methanesulfonamides. C. S. Marvel, M. D. Helfrick and J. P. Belsley. Am Chem Soc J 51:1272-4 Ap '29

Unification of bromination methods of analysis as applied to phenols and aromatic amines. A. R. Day and W. T. Taggart. Ind & Eng Chem 20:545-7 My '28

**AMINO acids**

Action of nitrous acid on amino-compounds; aliphatic amino-acids. T: W. J. Taylor. Chem Soc J p 1897-1906 Jl '28

Biochemistry of the amino acids. H. H. Mitchell and T. S. Hamilton. 619p Chemical catalog co. '29

Insulin and amino acid catalysis. J: M. Ort. Am Chem Soc J 50:420-5 F '28

Mechanism of formation of beta-aryl-beta-amino fatty acids by the condensation of aromatic aldehydes with malonic acid and its derivatives. W. M. Rodionow and E. A. Postovskaja. Am Chem Soc J 51:841-7 Mr '29

Reaction between amino acids and glucose. J. A. Ambler. Ind & Eng Chem 21:47-50 Ja '29

Ultraviolet light, insulin, and amino acid catalysis. J: M. Ort. J Phys Chem 33:825-41 Je '29

**AMINO alcohols.** See Alcohols

**AMINO compounds**

Action of nitrous acid on amino-compounds. T: W. J. Taylor and L. S. Price. Chem Soc J p 1099-1105 My; p 1897-1906 Jl '28; p 2052-9 S '29

**AMINO compounds**—*Continued*

Esters of phosphoric acid; the action of ethyl metaphosphate on alcohols, ammonia, and some amino-compounds. R. H: A. Plimmer and W: J. N. Burch. Chem Soc J p 292-300 F '29

Synthesis of four amino-3-hydroxy-1:4-benz*iso*oxazines. G: Newbery and M. A. Phillips. Chem Soc J p 3046-50 N '28

**AMINOANTHRAQUINONE**

2-aminoanthraquinone from chlorobenzene and phthalic anhydride. P. H. Groggins and H. P. Newton. Ind & Eng Chem 21:369-75 Ap '29

**AMINOARYLCINNAMIC acids**

Isomeric 2-amino-α-arylcinnamic acids. J: M. Gulland and C. J. Virden. Chem Soc J p 1478-86 Je '28

**AMINOBENZENE.** See Aniline

**AMINOBENZOATES**

Piperidine derivatives; 1-alkyl-4-piperidyl benzoates and para-aminobenzoates. N. W. Bolyard and S. M. McElvain. Am Chem Soc J 51:922-8 Mr '29

**AMINOBENZOIC acids**

Solubility relations of isomeric organic compounds; solubility of the aminobenzoic acids in various liquids. C: L. Lazzell and J: Johnston. J Phys Chem 32:1331-41 S '28

Ultraviolet absorption of para-aminobenzoic esters in water solution. E. R. Riegel and K. W. Buchwald. Am Chem Soc J 51:484-92 F '29

**AMINOBENZOPHENONE**

Halogen substitution products of 4-aminobenzophenone. W: A. Waters. Chem Soc J p 2106-11 S '29

**AMINOBENZOTHIAZOLES**

Aminobenzthiazoles; the mobility of 1-amino-3:5-dimethylbenzthiazole; a case of complete reactivity in the aminothiazole form. R. F. Hunter and W: E. Pride. Chem Soc J p 943-6 My '29

Aminobenzthiazoles; the mobility of the 1-amino-3-methylbenzthiazole system. R. F. Hunter and E. R. Styles. Chem Soc J p 3019-27 N '28

Aminobenzthiazoles; the synthesis of 5:4′-disubstituted 1-anilinobenzthiazoles from nuclear-substituted thiocarbanilides. G: M. Dyson, R. F. Hunter and C: Soyka. Chem Soc J p 458-66 Mr '29

**AMINOBUTYROPHENONE**

New series of anesthetics; acylaniline derivatives. W. H. Hartung and J. C. Munch. Am Chem Soc J 51:2570-4 Ag '29

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Building up trust business. A. B. Cook. Am Bankers Assn J 21:586+ D '28

Business and civic leaders write bank's copy; Cleveland trust company. I. I. Sperling. il Ptr Ink 147:152+ My 16 '29

Campaign of civic advertising by the Union trust company of Cleveland. il Bankers M 118:209+ F '29

Country bank advertising should talk farming—not figures. R. A. Jones. Ptr Ink 145:111-12 O 18 '28

Day after tomorrow as a copy theme for bank advertising. il Ptr Ink 147:33-4 My 23 '29

Defensive direct mail selling. F. Fuchs. Adv & Sell 13:38+ O 16 '29; Excerpt. Ptr Ink 149:72+ O 17 '29

Direct mail advertising for banks. E. E. McCleish. Bankers M 115:635+ N '27

Dress up the great reality; treatment of statements of condition. A. D. Welton. il Burroughs Clearing House 14:23-5+ O '29

Electrical advertising for banks. F. E. Kunkel. il Bankers M 116:835+ Je '28

Financial advertisers avoid theory and talk practice. Ptr Ink 149:93-5 N 7 '29

Finding out why financial advertising fails. K. M. Goode. Adv & Sell 11:23-4+ Jl 11 '28

Has financial adversiting reached the turn in the road? O. F. Hevener. il Adv & Sell 10:32+ Ap 4 '28

How banks are advertising. Published in monthly numbers of Bankers magazine

How can financial service best be sold to the public in general? D. Lipsky. Adv & Sell 14:38 N 13 '29

How shall the bank fix its advertising budget? Ptr Ink 143:49-50 Ap 5 '28

How the printer can help the banker. J: L. Scott. il Ptd Salesmanship 52:330-2+ D '28

Invisible wastes in advertising. J. M. Case. Burroughs Clearing House 13:20+ Jl '29

Lobby displays as an aid to new business. M. E. Chase. il Bankers M 118:922-8 Je '29

Looking at the future trend of financial advertising. F. H. Sisson. Adv & Sell 11:25+ Jl 25 '28

Lottery schemes to attract new accounts. T: B. Paton, jr. Am Bankers Assn J 21:568+ D '28

MacGregor's book of bank advertising. T. D. MacGregor. 2d ed., rev. and enl. 434p Bankers pub. co., New York '28

Mail instruction, a subject each month, to women customers. J. P. Atwood. Burroughs Clearing House 12:25-6+ My '28

Media of trust advertising. H. B. Hering. Adv & Sell 14:36 N 13 '29

Most potent and urgent appeals for savings accounts. H. Creech. Trust Companies 47:187-8 Ag '28

Mutuals on the air. A. T. Williams. il Burroughs Clearing House 13:29-30 F '29

National vision—the prime requisite of financial advertising. J: A. Price. Ptr Ink 144:109-10 Jl 12 '28

New business ideas and suggestions. T. D. MacGregor. Bankers M 117:199-202 Ag '28

New business problem for the average sized bank. W. L. Thieme. Bankers M 117:233-8 Ag '28

New dimension in banking. E. E. Calkins. Am Bankers Assn J 21:219-20+ S '28; Excerpts. Comm & Fin 17:2123-4 O 3 '28

Now comes the iron salesman; the place of the vending machine in banking. W. J. Irving. il Burroughs Clearing House 13:25-6 Je '29

Now it's a bank newspaper. T: J. Malone. Burroughs Clearing House 14:50+ O '29

Package insert—banking style. I. I. Sperling. il Burroughs Clearing House 13:39-40 Ja '29

Potential value in newspaper advertising for banks and trust companies. S: Judd. Trust Companies 47:31-4 Jl '28

Projecting the message. A. L. White. il Burroughs Clearing House 13:12-13+ N '28

Publishers for good will alone; Security-First national bank of Los Angeles. M. McOmie. il Burroughs Clearing House 13:27+ Je '29

Referred to the committee on racketeers. J. H. Collins. il Burroughs Clearing House 13:14-16+ Jl '29

Selling banking services by cooperative advertising. F. W. Ellsworth. Am Bankers Assn J 20:346+ N '27; Same. Comm & Fin Chr 125:109-11 sec 2 N 12 '27

Selling the mutual bank. T. D. MacGregor. Burroughs Clearing House 13:36+ Ja '29

Stepping out with the banker. W. Tresckow. Burroughs Clearing House 13:26+ Jl '29

Stimulating unprofitable commercial accounts. L. A. Chambliss. il Bankers M 118:557-63 Ap '29

Stone sentinels look down. A. E. Davis. Burroughs Clearing House 12:26+ Ja '28

This bank advertises its own community at home; the Central national bank of New York. G: H. Wicker. il Ptr Ink 146:92-3 Mr 21 '29

To tame the special edition. C. F. Berry. il Burroughs Clearing House 14:10-11 N '29

Trust business through posters. M. M. Greig. il Bankers M 117:545-7 O '28

Trust prospect costs. T. T. Weldon. Bankers M 119:347-51 S '29

Two-way plan for building trust business. L. A. Chambliss. Ptr Ink 145:104+ O 4 '28

Use of direct mail to secure banking and trust business. Trust Companies 47:667-8 N '28

V stands for consolidation; effective advance notice of a merger. A. Davis. il Burroughs Clearing House 13:20-1+ Ag '29

What advertising and banking may expect from each other. J: Benson. Ptr Ink 142:109-11 F 23 '28

What results—and how soon? H. A. Blodgett. Burroughs Clearing House 12:15-16+ Mr '28

What's wrong with bank advertising? C. W. Matheson. Ptr Ink 144:139-40 Jl 19 '28

Why I opened my account with your bank. F: W. Ellsworth. Am Bankers Assn J 21:23+ Jl '28

You just can't tell about women; a bank uncovers unexpected facts. S: Judd. Ptr Ink 143:134+ Je 28 '28

*See also* Bank employees—Contests; Banks and banking—Show windows; Investments—Advertising; Safe deposits—Advertising; Trust companies—Advertising

BANK buildings

Architecture of banks. F: C. Hirons. il plans Arch Forum 48:833-40 Je '28

Bank and office building, Roanoke, Va. il plans Bldg Age 50:80-1 Jl '28

Bank building program of $137,394,000 forecast for 1928. Bankers M 116:168-71 F '28

Bank engineering. G. L. Schmauder. Bankers M 117:167-9 Jl '28

Bank for a triangular site at Auburn, N. Y. R. Thompson. il plan Bldg Age 50:92-3 S '28

Bank interiors. il plans Am Arch 132:733-45 D 5 '27

BANK buildings—*Continued*

Bankers trust company, Detroit, Mich.; views and plans. Architecture 57:221-4 Ap '28

Banking screens. C: A. Holmes. il plans Arch Forum 48:897-904 pt 2 Je '28

Bowery savings bank, New York. C: G. Loring. il Arch Forum 48:797-800 Je '28

Branch of the National city bank of New York. Arch & Bldg 60:6, pl 14-15 Ja '28

Browning-Warren bank and office building. Washington, D.C.; view and plans. Am Arch 134:610-11 N 5 '28

Building for Detroit trust company, Detroit, Mich.; views and plans. Am Arch 132:645-55 N 20 '27

Central farmers' trust company, West Palm Beach, Fla.; views and plans. Am Arch 134:445-50 O 5 '28

Central savings & loan company building, Youngstown, Ohio; view and plans. Am Arch 135:797-9 Je 20 '29

Central savings bank, New York city. Arch & Bldg 61:2-4, pl 1-5 Ja '29

Chase national bank building, New York. A. Shaw; M. Price. front il plans Arch Forum 51:1-8, pl 1-8 Jl '29

Chase national bank, New York city. il Arch & Bldg 61:198-200, pl 119-23 Jl '29

Chase national bank of New York occupies new thirty-eight story home. il Bankers M 117:665-9+ O '28; Trust Companies 47:326-8 S '28

Chattanooga savings bank and trust company, Chattanooga, Tenn. il Arch & Bldg 59:387, pl 248-50 D '27

Chemical national bank, New York city. il Arch & Bldg 60:336-7, pl 213-16 N '28

Cinnaminson bank and trust company, Philadelphia; views and plan. Arch Forum 49:pl 93-4 O '28

City national bank & trust company, Bridgeport, Conn.; views. Am Arch 136:107-16 Jl 20 '29

Construction and equipment of the Fidelity-Philadelphia trust building. il Arch Forum 51:229-36 pt 2 Ag '29

La construction dans les pays sujets aux tremblements de terre; la banque Mutsui, à Tokyo (Japon). P. Caufourier. il diags plan Génie Civil 92:14-17 Ja 7 '28

Corn exchange banks, 231st Street branch and 42nd Street branch, New York city. Arch & Bldg 60:174-5, pl 116-19 Je '28

Cost and construction data; plans. Arch Forum 48:801-32, 849-80 Je '28

Cromwell dime savings bank, Cromwell, Conn.; views and plan. Architecture 60:173-4 S '29

Deep rock foundations for Central savings bank and office building, New York. F. W. Skinner. il Bldg Age 50:94-5 F '28

Design features of foundations for 23-story Royal Bank bldg., Montreal. C. S. Proctor. diags Eng & Contr 67:199-204 Ap '28

Design in the modernistic. J: W. Harrington. il Burroughs Clearing House 13:20-3+ My '29

Design of bank interiors presents a problem in architecture. il plans Am Arch 134:177-82 Ag 5 '28

Details of booth rooms and vaults. Architecture 60:15-18 Jl '29

Determining the bank's requirements. F. C. Hirons. Arch Forum 48:926 pt 2 Je '28

Economical form system for joisted floor in bank building. A. F. Klein and G: A. Zak. diags Concrete 34:27-30+ Ja '29

Efficient business housing; Cromwell dime savings bank. J: M. Collins. il plan Bldg Age 51:48-9 S '29

Empire Trust building, New York city. Arch & Bldg 60:140, pl 96-8 My '28

Empire Trust of New York; new Fifth avenue office. il Bankers M 117:670-5 O '28

Enlarged Bank of England. R. C. Sturgis. front il Am Inst Arch J 15:313-18 N '27

Ernesto Tornquist & co. opens new building. il Bankers M 117:474-8 S '28

Examples of recent bank building operations. Published in monthly numbers of Bankers magazine

Federal bank, Spanchau, Germany; view. Am Arch 136:188 Ag 5 '29

Fidelity-Philadelphia trust building, Philadelphia. E: P. Simon. il plans Arch Forum 51:173-6, pl 41-8 Ag '29

First national bank and trust company, Port Chester, N.Y.; views and plans. Am Arch 133:327-8 Mr 5 '28

First national bank, Azusa, Cal.; views and plan. Arch Forum 50:pl 43-5 F '29

First national bank, Rockville Center, N. Y. Arch & Bldg 61:262, pl 164-6 S '29

Fundamentals of bank planning. A. Hopkins. il plans Arch Forum 48:841-8 Je '28

Group of buildings of moderate cost; views and plans. Am Arch 132:755-62 D 5 '27

Guardian group of Detroit greets patrons and visitors in magnificent new home. il Trust Companies 48:96-100 Ja '29

Home savings bank, Albany, N.Y.; views and plans. Arch Rec 65:17-27 Ja '29

Hubbard Woods trust & savings bank, Hubbard Woods, Illinois. il plans Bldg Age 51:94-6 F '29

Industrial trust building, Providence, R.I. Arch & Bldg 60:337-8, pl 217-18 N '28

Industrial trust company building, Providence. M. P. Gregory. front il plans Arch Forum 50:637-44, pl 129-34 My '29

Integrity trust company, Philadelphia. il plans front Arch Rec 66:291-306 O '29

Japanese bank defies attack. H. McLellan. il Sci Am 138:314-16 Ap '28

Lawyers title and guarantee company and Lawyers Westchester mortgage and title company; White Plains, N.Y. R. Thompson. il plans Bldg Age 50:100-3 Mr '28

Lima trust company building, Lima, Ohio; views and plan. Arch Rec 62:505-11 D '27

Miners national bank, Pottsville, Pa. il Bankers M 116:604-14 Ap '28

Mitsui bank, main building, Tokyo, and branches; views and plans. Architecture 59:355-8 Je '29

Modern architecture; with views of American bank and trust company building, Philadelphia. W. P. Barney. front il Architecture 59:329-34 Je '29

Morris Plan bank, Providence; views and plans. Arch Forum 49:pl 105-8 N '28

Municipal bank and trust company's building, New York city; Manufacturers trust company, Brooklyn, N. Y.; Union trust company, Cleveland, O. Arch & Bldg 60:238-40, pl 153-8 Ag '28

Mural painting with union workmen; the work of Griffith Baily Coale in the bank for Lee, Higginson & company in New York city. il Architecture 60:187-99 O '29

National city bank of New York. M. Price. il Arch Rec 63:406-8, 413-27 My '28

National City company building, New York city. Arch & Bldg 60:206-7, pl 133-5 Jl '28

New Bank of Manhattan building to be New York's tallest. il Bankers M 118:896-900 My '29

New Chase bank building emphasizes efficiency. il Bankers M 118:533-7 Mr '29

New home of Bank of New York and trust company. il Bankers M 118:874-85 My '29

New home of Bank of New York and trust company is rich in historical associations. il Trust Companies 48:92-4 Ja '29

New home of City farmers trust company will be loftiest structure in the world. il Trust Companies 49:512-13 O '29; Same. Bankers M 119:893-5 N '29

New home of Fidelity—Philadelphia trust company represents an achievement in construction and artistic design. il Trust Companies 47:191-3 Ag '28

New York state national bank, Albany; National city bank of New York; Lake-state bank, Chicago. Arch & Bldg 60:273-4, pl 184-90 S '28

Newly walled Wall Street. T. D. MacGregor. il Burroughs Clearing House 13:12-13+ Ag '29

Noise problems in banks. C. M. Swan. il Arch Forum 48:913-16 pt 2 Je '28

Norristown-Penn trust company building. il plan Bldg Age 50:99 F '28

Ohio state savings bank, Columbus. R. Thompson. il plans Bldg Age 50:83-6 My '28

**BANK buildings**—*Continued*

Old National city building, Lima, Ohio. il plans Am Arch 133:121-2 Ja 20 '28

Opening of a portion of the new head office building of the Midland bank, limited, of London. il Trust Companies 45:688-90 N '27

Philadelphia saving fund society branch offices. G: Howe. il plans Arch Forum 48:881-6 Je '28

Portfolio of current architecture featuring small bank architecture. Arch Rec 63:409-39 My '28

Private banking house of E. W. Clark & co., Philadelphia. il plan Arch Rec 65:321-8 Ap '29

Problem of building a bank. P. Sawyer. il Arch Forum 48:785-96 Je '28

Recent banks by Davis, Dunlap & Barney. P. M. Hooper. il plans Arch Forum 48:887-90 Je '28

Rochester savings bank, Rochester, N.Y.; views and plan. Am Arch 134:407-8 S 20 '28

Royal bank of Canada, head offices, Montreal; photographs and plans. Architecture 58:321-30 D '28

San Jacinto trust company building, Houston, Texas. il plans Am Arch 134:583-90 N 5 '28

Second-story banking. J: Poole. il Nation's Business 17:89-90 Ja '29

Simultaneous steel erection and basement excavation on 40-story building; Union Trust building in Detroit. W. S. Wolfe. il diags Eng N 103:4-8 Jl 4 '29

Southold savings bank, Southold, L.I., N.Y. il plans Am Arch 132:746-52 D 5 '27

Standard savings & loan association, Detroit, Mich.; views and plans. Am Arch 134:337-40 S 5 '28

State bank and trust company, Eighth avenue and 43d street, New York city; views. Architecture 59:289-96 My '29

State bank and trust company's building, Evanston, Ill.; views and plans. Architecture 57:43-8 Ja '28

State Street trust company, Boston, Mass.; views and plan. Am Arch 134:653-8 N 20 '28

Steelwork for the 23 story Royal bank building Montreal, Que. R. M. Robertson. diags plan Eng & Contr 67:359-65 Jl '28

Structural frames of banks. H. G. Balcom. plans Arch Forum 48:945-8 pt 2 Je '28

Successful alteration job; Plaza trust company, New York. il plan Am Arch 135:455-8 Ap 5 '29

Supervision of bank building construction. G. C. Coughlen. Arch Forum 48:949-52 pt 2 Je '28

Three banks by Walker & Gillette. il plans Arch Forum 48:893-6 Je '28

Union commerce group, Detroit, in new building. il Bankers M 118:888-93 My '29

Union dime savings bank addition, New York city. Arch & Bldg 60:5-6, pl 12-13 Ja '28

Utmost protection to supplies; warehouse construction and methods. J. K. Novins. il Burroughs Clearing House 13:15-17+ F '29

West Side savings bank, New York city. Arch & Bldg 61:99, pl 52-5 Mr '29

What the banker expects of his architect. C. S. Taylor. Arch Forum 48:939-40 pt 2 Je '28

Williamsburgh savings bank, Brooklyn, N.Y. Arch & Bldg 61:103-4, pl 59-65 Ap '29

*See also* Vaults

Cost

Materials and costs of bank interiors. W. C: Voss. il Arch Forum 48:905-8 pt 2 Je '28

Electric equipment

New bank building at Ogden well equipped electrically. il Elec West 59:343 D '27

New messenger for the banker; telephone typewriter. K. T. Rood. il Bankers M 119:227+ Ag '29

San Diego savings bank building. il Elec West 63:246 N '29

Equipment

Plumbing in the Royal bank of Canada. H. T. Hall. il plans Dom Eng 122:18-20+ Ja 21 '28

Heating and ventilation

Heating and ventilating of banks. P. West. diags Arch Forum 48:933-8 pt 2 Je '28

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Bank lighted from panels in ceiling beams. il Elec West 62:280-1 My '29

Effective methods for bank lighting. J. L. Stair. il Illum Eng Soc Trans 23:1021-39; Discussion. 1039-45 N '28

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Specifications for bank buildings. L: W. Foster. Arch Forum 48:941-4 pt 2 Je '28

**BANK burglary.** See Burglary

**BANK charters**

Check on new bank charters. M. H. Malott. Am Bankers Assn J 20:612+ F '28

**BANK consolidations**

Amalgamation movement in American banking. Economist 108:sup6-7 My 11 '29

Bank concentration in Holland. A. C. Leeuwenburgh. Bankers M 115:854-7 D '27

Bank consolidations in period of speculation. B: M. Anderson, jr. Comm & Fin Chr 129:2479-81 O 19 '29; Same. Chase Econ Bul 9:3-12 O 12 '29

Bank mergers and branch banks. V. L. Holland. Am Bankers Assn J 22:121-2+ Ag '29

Bank mergers and holding corporations; battle for survival of unit banking system. Trust Companies 49:281-4 S '29

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Bank resists consolidation. W. West. Comm & Fin 17:430-1 F 22 '28

Big bank mergers arouse Congress. Comm & Fin Chr 128:4260 Je 29 '29

Bigger banks—a response to big business. G. Griswold. il Mag of Business 54:658-60+ D '28

Canadian bank of commerce buys Standard bank of Canada. Bankers M 117:279-81 Ag '28

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Chicago's billion-dollar bank merger; Continental national bank & trust co. and the Illinois merchants' trust co. vote to consolidate under the title of the Continental Illinois bank & trust co. Comm & Fin Chr 127:1480-2 S 15 '28; Trust Companies 47:322-4 S '28; Bankers M 117:609-17 O '28

Consequences of bank mergers. W. L. Throp. Am Bankers Assn J 22:109+ Ag '29

Consolidation of First national bank, First trust and Union trust companies of Chicago. Trust Companies 47:799-800 D '28; Comm & Fin Chr 127:3192-3 D 8 '28

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Economic and business reasons for the big bank merger movement. C: W. Collins. Trust Companies 49:14-16 Jl '29; Excerpt. Comm & Fin Chr 128:4087 Je 22 '29

Economic reasons for bank consolidations. B: M. Anderson, jr. Trust Companies 49:294 S '29

First National and Union Trust, of Chicago, complete consolidation. Bankers M 118:490-3 Mr '29

Giant banks for giant business. J: Oakwood. il Forbes 23:21-2 My 1 '29

How mergers affect trust departments. W. H. Rand, jr. Am Bankers Assn J 22:324+ O '29; Same. Comm & Fin Chr 129:96-7 sec 2 O 19 '29; Same. Trust Companies 49:507-10 O '29

March of the mergers. C. Wilson. Am Bankers Assn J 21:773 F '29

**BANK consolidations**—*Continued*

Merger movement among New York banks. H: W. Abbot, jr. Bankers M 119:307-9 Ag '29

Merger of Chemical national bank of New York with the United States mortgage and trust company. Trust Companies 48:647-8 Ap '29; Bankers M 118:872-3+ My '29

Merger of Equitable trust company with Seaboard national bank. Trust Companies 48:759-60 My '29; Comm & Fin Chr 128:3290-1 My 18 '29; Bankers M 118:977+ Je '29

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Moving $2,500,000,000 in three hours; transfer from the Continental national bank and trust company to Illinois merchants trust company, Chicago. Bankers M 118:685-7+ Ap '29

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People and their banks. Comm & Fin Chr 129:16-17 Jl 6 '29

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Plans for reorganization of City trust company under name of Mutual trust company. Comm & Fin Chr 128:1840-2 Mr 23 '29

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Right of consolidated national bank to succeed to trust business of constituent trust company. Fed Res Bul 15:407-9 Je '29; Same. Comm & Fin Chr 128:3437-9 My 25 '29; Same. Trust Companies 48:717, 773-6+ My '29; Excerpt. Bankers M 119:67-70 Jl '29

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Seventeen New York city banks out of fifty that have merged in three years retain identity. Comm & Fin Chr 129:737 Ag 3 '29

Trust succession decision of the Supreme court. T: B. Paton. Am Bankers Assn J 21:1181-6 Je '29

V stands for consolidation; effective advance notice of a merger. A. Davis. il Burroughs Clearing House 13:20-1+ Ag '29

Vast mergers worry bankers. M. A. Traylor. Comm & Fin Chr 129:2479 O 19 '29; Same. Bankers M 119:844-5 N '29

Way out for national banks; legislation so there would be no question of right to succession to trust business by merger. G: H. Hamilton. Am Bankers Assn J 22:327-9+ O '29; Same. Comm & Fin Chr 129:90-3 sec 2 O 19 '29

What happens after the merger. J. H. Collins. Burroughs Clearing House 13:30-1+ S '29

*See also* Bank of United States; Chase national bank of New York

**BANK credit.** See Credit, Bank

**BANK debits**

Regional business conditions: a study of bank debits. A. M. Matthews and A. R. Eckler. R Econ Statis 10:140-55 Ag '28

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Bank expansion versus savings. B: M. Anderson, jr. Chase Econ Bul 8:3-21 Je 25 '28; Excerpts. Comm & Fin Chr 126:4025-6 Je 30 '28

Bank restrained from giving information concerning depositors' accounts. Bankers M 119:239-40 Ag '29

Brokers' loans and bank deposits. H: E. Sargent. Am Bankers Assn J 22:210+ S '29

Credit deflation in a business boom. D: Friday. Bankers M 119:7-10 Jl '29; Same. Comm & Fin Chr 129:571 Jl 27 '29

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Foreign money in American markets. G: E. Anderson. Am Bankers Assn J 21:1234+ Je '29

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Growth of deposits in 51 larger banks. Mag of Business 53:36 Ja '28

Interest on savings or time deposits. W. R. Morehouse. Am Bankers Assn J 21:1-3+, 90-1+ Jl-Ag '28

Interest rates on bank deposits. C: E. Mitchell. Am Bankers Assn J 20:585-8+ F '28; Excerpts. Comm & Fin Chr 126:813 F 11 '28; Discussion. Am Bankers Assn J 20:675+ Mr '28

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Investing the other 25 billions. H. H. Allen. Am Bankers Assn J 20:953+ Je '28

Issuance of certificate of deposit for promissory note. Bankers M 116:217-19 F '28

No relation between time deposit rates and total savings in banks. G: K. McCabe. Annalist 31:1101-2 Je 29 '28

Shift in British bank deposits. R. McKenna. Bankers M 118:353-4 Mr '29

State bank commissioner Veigel of Minnesota issues order limiting interest rate on deposits to 4%. Comm & Fin Chr 126:3867 Je 23 '28

Suggestions about safeguarding bank deposits. Manuf Rec 96:61-4 O 3 '29

Time deposits and brokers' loans. D: Friday. Bankers M 118:347-52 Mr '29; Excerpts. Comm & Fin Chr 128:1840 Mr 23 '29

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What rate on deposits? Am Bankers Assn J 20:848+ My '28

*See also* Banks and banking—Guaranty of deposits; Savings deposits

**ANK deposits, Government**

Senate passes bill amending Federal reserve act authorizing state institutions in system to act as depositaries of federal funds. Comm & Fin Chr 126:2908 My 12 '28

**ANK directors**

Amendment to law regarding interlocking bank directorates and revision of Board's regulations. Fed Res Bul 14:283-5 Ap '28

Bank makes salesmen of its directors. Ptr Ink 141:64 D 22 '27

House passes McFadden bill amending provisions of anti-trust act regulating interlocking bank directorates. Comm & Fin Chr 126:659-60 F 4 '28

Interlocking bank directorates. Comm M 10: 11-15 Je '28

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*See also* Canned food; Canneries; Sardines

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**CAR.** See Cars

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*See also* Draft gears

**Repair**

Sulphur used to repair coupler contact blocks. C: Herms. diag Elec Ry J 73:330-1 F 23 '29

**CAR doors**
Careful training of workmen insures high-grade door maintenance. G: E. Oakley. Elec Ry J 71:434 Mr 17 '28
Combination ventilator and solid-bottom car door. il Ry Age 86:1467-8 Je 22 '29; Ry Mech Eng 103:515-16 Ag '29

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Cutting down grain door costs; Baltimore & Ohio reclamation plan. H. Corkran. diags Ry Age 86:1283-4 Je 1 '29

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Making car doors operate faster. F. A. Marsh. diag Elec Ry J 72:1044 D 15 '28

Operation of treadle doors on one-man cars. H. L. Bowman. Aera 19:231-2 Ap '28

Speedy service requires efficient door mechanism. R. S. Frehse. il Elec Ry J 71:441-3 Mr 17 '28

**Storage**

Convenient shed for storing box car doors. il Ry Mech Eng 102:22 Ja '28

**CAR dumpers**

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*See also* Dumping appliances

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**CAR ferries.** See Train ferries

**CAR floors**

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Motor resistor heater. il Elec Ry J 70:1159-60 D 24 '27

Pullman car is gas heated during lay-over. il diag Ry Age 84:146 Ja 14 '28

Report on passenger car heating. Ry Age 87:817-19 O 5 '29

Resistor heaters used in Cleveland articulated cars. il Elec Ry J 72:801-2 N 3 '28

Special tools speed up heater installation. G. S. Reeves. il Elec Ry J 73:851 S '29

12,000,000 railroad passengers served by oil heat; New York, New Haven and Hartford railroad. J. L. Bracken. il diags Heat & Ven 25:69-73+ Mr '28

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Carhouse and garage expand facilities. il Elec Ry J 72:141-2 Jl 28 '28

Modern carhouse at Detroit completed. il Elec Ry J 71:624-5 Ap 14 '28

Worcester builds for adequate maintenance. il plans Elec Ry J 71:848-55 My 26 '28

**CAR inspection**

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Classified car inspection needed. C. J. Nelson. il Ry Age 85:1216-18 D 22 '28

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Special inspection increases shop efficiency; Brooklyn-Manhattan corp. concentrates inspection work at Coney Island shops. C. W. Squier. il diags Elec Ry J 73:272-7 F 16 '29

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A.E.R.E.A. committee report on lighting. Elec Ry J 72:606 S 29 '28

Car and bus illumination. R. W. Cost. Aera 20:169-70 Mr '29

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Gear-driven train lighting set. il diags Engineer 145:276 Mr 9 '28

Holyoke street railway develops new headlight. il Elec Ry J 72:838 N 10 '28

New low-voltage constant-potential car-lighting equipment for 600-volt traction systems. F. H. Craton. il Gen Elec R 31:660-1 D '28

Reflecting lights for cars and buses. il Elec Ry J 73:255 F 9 '29

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Tests made of car lighting. R. W. Cost. il plan Aera 19:137-41 Mr '28

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Baking enamel used for many parts in Twin Cities. il diag Elec Ry J 71:279 F 18 '28

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Developments in equipment painting. Ry Mech Eng 103:143-4 Mr '29

Equipment painters discuss problems at Kansas City. Ry Mech Eng 103:578-89 O '29

Equipment painting. Ry Mech Eng 102:597-8 O '28

Exhaust system for painting railway cars. il Ry Mech Eng 102:474 Ag '28

Finishes. P. S. Kennedy. Ry Mech Eng 102:591-3 O '28

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Keeping cars fit in Vancouver; British Columbia electric railway repaints cars on 70,000-mile basis. il Elec Ry J 73:605 My '29

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Spray paint room of Utah light & traction company. il Elec Ry J 73:483-4 Mr 23 '29

Spray painting box car siding. il Ry Mech Eng 102:94 F '28

Time curtailment in the paint shop. F. W. Schandelmeier. il Ry Mech Eng 103:26 Ja '29

**CAR painting and finishing**—*Continued*

Ventilated room for spray painting. diags Elec Ry J 71:817-18 My 19 '28

Vitreous enamel for finishing coach bodies. il Ry Mech Eng 102:502-3 S '28

*See also* American railway association—Equipment painting section

**CAR pullers**

Car pullers for power plants. il diags Power Pl Eng 32:937-9 S 1 '28

Foote car-spotter. il Ry Age 85:926 N 10 '28

**CAR retarders**

Car retarder operation. plan Ry Age 86:1567-8 Je 29 '29

Car retarders at Mechanicville, N.Y. il plan Ry Age 84:295-8 F 4 '28

Car retarders at Selkirk yard. R. B. Elsworth. il plan Ry Age 84:735-7 Mr 31 '28

Car retarders reduce cost of yard operation on Norfolk & Western. il plan Ry Age 84:1371-3 Je 16 '28

Economics of car retarders. K. T. Healy and P. H. Jacobs. il Ry Age 85:871-4 N 3 '28

Economies of car retarders. V. L. Stern. Ry Age 85:22-4 Jl 7 '28

Fast freight transportation. L. Richardson. il Boston Soc C E J 15:401-24; Discussion. 432-40 N '28

Squeeze block, made from odds and ends, is safe and convenient. diags Coal Age 33:764 D '28

Union model-28 car retarder. il Ry Age 85:968 N 17 '28

Die wirbelstromgleisbremse. H. Thoma. il diag Elektrotech Zeit 50:413-17 Mr 21 '29; Abstract. Génie Civil 94:627-8 Je 29 '29

**CAR roofs**

Rock Island reclaims car roofs. Ry Mech Eng 101:791-3 D '27

**CAR seats**

Changes made to double rotating coach seats. il Ry Age 87:26 Jl 6 '29

Large uses of steel in small ways; car and bus seats. il Iron Tr R 84:1272 My 9 '29

More commodious seats in evidence for cars and buses at Cleveland exhibit. il Elec Ry J 72:527-8 S 22 '28

New seating arrangement for Pittsburgh interurban. il plan Elec Ry J 71:773-4 My 12 '28

Spring-cushioned rattan seats. il Elec Ry J 73:612 My '29

Use of mohair velvets improves appearance of cars. il Ry Age 87:28 Jl 6 '29

**CAR shops**

B. & M. centralized freight car repairs at Concord, N.H. il plans Ry Mech Eng 103:78-85 F '29

B. & M. reduces shifting costs at passenger car shops. il Ry Age 85:1027-8 N 24 '28

Efficiency of car shop operation. B. J. Huff. Ry Mech Eng 102:629-32 N '28

Equipment for the car repair shop; abstract of committee report. Am Mach 71:545-6 S 26 '29

High frequency car shop tools. C. B. Coates. Ry Mech Eng 103:614-16 O '29

Milwaukee passenger-car shop work reorganized. il Ry Mech Eng 103:138-43 Mr '29

Painting and handling sash; Milwaukee passenger-car shops. il Ry Mech Eng 103:91-2 F '29

Passenger car heating and plumbing; work in Canadian Pacific Angus shops. il Ry Mech Eng 103:472-6 Ag '29

Passenger car repairs on the Grand Trunk Western. il Ry Mech Eng 102:683-8 D '28

Pullman car shops in operation in Alabama. il Manuf Rec 96:53-4 O 24 '29

Report on shop construction and equipment. il diags Ry Mech Eng 103:583-6 O '29

Rock Island makes improvements at Blue Island car shops. E. G. Chenoweth. il diags Ry Mech Eng 103:247-50 My '29

Western Union telegraph co. Chattanooga car shops maintain 550 special cars used as camp quarters for line construction forces. il plans Ry Mech Eng 102:509-14 S '28

*See also* Railroads—Shops; Street railroads—Shops

**CAR spotters.** See Car pullers

**CAR springs**

Freight car truck springs. T. H. Symington. il diags Ry Age 86:578-81 Mr 9 '29

Frost friction spring for 50 and 70-ton trucks. il diag Ry Age 84:640-1 Mr 17 '28; Same. Ry Mech Eng 102:236-7 Ap '28

Keyed pin for coil spring support. il diag Elec Ry J 71:739 My 5 '28

Spring making and repairing. G: Fraser. il Ry Mech Eng 102:572-4 O '28

**Repair**

Handy device for removing car springs. il Ry Mech Eng 102:217 Ap '28

If I were repairing leaf springs. S. Dunn. Ry Mech Eng 102:156-7 Mr '28

**Testing**

Test of spring planks under load. L. E. Endsley. diags Ry Mech Eng 101:816-17 D '27

**CAR trucks**

Analysis of truck side frame design. D. S. Barrows. diags Ry Mech Eng 101:783-7 D '27

Car trucks displayed in Cleveland exhibit show progress during year. il diags Elec Ry J 72:511-13 S 22 '28

Changes in the Scullin-Dalman 70-ton truck frame. diags Ry Age 84:1490D86 Je 25 '28

Freight car truck action in curves. T. H. Symington. Ry Age 85:1137-8 D 8 '28

Friction vs. roller side bearings in derailments. E. G. Goodwin. Ry Age 86:311-12 F 2 '29

Modern drives improve service and help lower costs. P. W. Hood. il Elec J 26:465-8 O '29

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Brighter church lighting at St Peter's, Woolwich. il Illum Engr 21:64 F '28

Church lighting installation at St Michael's church, Stonebridge. diag Elec R (Lond) 102:836 My 11 '28

Concealed cove lighting especially fitting for church interior illumination. il Elec West 59:280 N '27

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Applying the warm air system to churches. E. B. Langenberg. il plan Heating-Piping 1:31-3 My '29

Artificial sunlight; a new method of heating. A. H. Barker. il Dom Eng 124:21 Jl 14 '28

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**Harbor**

Developing a new port on Hudson bay. D. J. Benham. il plan Can Eng 57:341-8 Ag 27 '29

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Controlled flow through large opening possible with new Ross chain feeder. il diags Eng & Min J 127:647-8 Ap 20 '29

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$250,000 inventory cut by better handling; De Laval separator company. G: T. Willson. il Manuf Ind 17:93-8 F '29

**CIERVA autogyro.** See Autogiro

**CIGAR lighters**

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Entire industry turns to negative advertising. R. T. Hanley. Ptr Ink 141:10+ D 29 '27

Halitosis totters on its last legs as Listerine launches new campaign. A. R. Barkley. il Sales Management 14:215-16 F 4 '28

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Mr. Woodford sees it through. J. Woodford. Adv & Sell 11:21-2+ Ag 22 '28

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Tobacco men oppose a parcel post with Cuba because of a possible 1% competition. Comm & Fin Chr 126:1439-40, 1453-4 Mr 10 '28

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Cremo picked for sustained campaign in cigar field. Ptr Ink 147:102 Je 20 '29

Cremo sales soar to record heights during newspaper drive. T. P. Headen. il Sales Management 19:523+ S 21 '29

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United Cigars enter national advertising; $2,000,000 budget. A. C. Allen. Sales Management 18:549+ Je 15 '29

Where to look for the big sales argument; Bayuk cigars. R. Cole. il Ptr Ink 143:57-8+ Ap 12 '28

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Modern cigar making demands up-to-date power services. R. D. Touton. il Power 70: 590-2 O 15 '29

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Hours of municipal street lighting. E. D. Gilman. Eng N 101:662-5 N 1 '28

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Underground steam line between river pumping station and filtration plant at California, Ohio. W. S. McLeish. il plan Power Pl Eng 32:688-90 Je 15 '28

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**CINDER concrete.** See Concrete—Cinder concrete

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**COLOGNE, Germany**

**Rapid transit**

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*See also* Dyes and dyeing—Cotton—artificial silk; Dyes and dyeing—Linen—artificial silk; Dyes and dyeing—Wool—artificial silk; Silk, Artificial—Printing

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*See also* Electric furnaces, Annealing

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**$1 per 1,000 lb. for treating steel. il Elec W 93:839 Ap 27 '29**

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**Cost of operation**

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**ELECTRIC furnaces, Metallurgical**—*Continued*

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Unusual foundation design for tall steel building for the Detroit chapter of the National town and country club. W. S. Wolfe. il diags Eng N 102:703-4 My 2 '29

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*See also* Bridges—Foundations and piers; Building; Caissons; Cellars; Cofferdams; Concrete piling; Dams—Foundations; Earthwork; Excavation; Foundation soils; Machinery—Foundations; Pavements—Foundations; Piers (foundations); Piles and pile driving; Roads—Foundations; Shoring and underpinning; Steam turbines—Foundations; Tower footings, Concrete; Walls

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*See also* Bridges—Foundations and piers; Caissons; Cofferdams; Concrete construction, Subaqueous; Dams—Foundations; Dredging; Excavation, Subaqueous; Marine structures

**FOUNDING.** See Aluminum founding; Brass founding; Copper founding; Foundry practice; Iron founding; Molding machines

**FOUNDRIES**

American foundries through European eyes. M. Grindal. il diag Iron Age 121:31-4 Ja 5 '28

Auto foundry incorporates new design in equipment and practice; Oakland motor car co., Pontiac, Mich. P. Dwyer. il plan Foundry 57:592-6, 651-6, 691-5, 743-7 Jl 15-S 1 '29

Belcher malleable iron co., Easton, Mass., marks century in producing malleable iron. H. R. Simonds. il Foundry 57:8-9 Ja 1 '29

Buick foundry gives men better working conditions. A. F. Denham. il Automotive Ind 57:754-7 N 19 '27

Chicago pneumatic tool co. completes new foundry for compressor and engine gray iron castings at Franklin, Pa. il Iron Age 122:461-2 Ag 23 '28; Same. Foundry 56:753 S 15 '28; Same. Iron Tr R 83:986 O 18 '28

Cuyahoga foundry company makes marine engine castings. P. Dwyer. il Foundry 57:481-3 Je 1 '29

Direct metal for ingot molds used at Vulcan mould and iron corporation. il plan Foundry 55:882-7 N 15 '27

Forty years of progress marks career of engine plant; Superior gas engine co., Springfield, O. P. Dwyer. il Foundry 57:94-9 F 1 '29

Hills-McCanna co., Chicago builds nonferrous foundry to cast quality work. F. B. Pletcher. il Foundry 57:59-61+ Ja 15 '29

Make steel in a converted iron foundry; Burnside plant, American manganese steel co., Chicago. F. B. Pletcher. il Foundry 56:572-5 Jl 15 '28; Same. Iron Tr R 83:81-4 Jl 12 '28

New gray iron foundry at Pontiac. il Blast F & Steel Pl 17:1170-1 Ag '29

New modern foundry arrives; Buick motor company. il Sci Am 137:519 D '27

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New products from an old iron foundry; Burnside plant, American manganese steel co., Chicago. il Iron Age 122:78-80 Jl 12 '28

Next—castings serve in the barber trades; Koken companies, St. Louis. P. Dwyer. il plan Foundry 56:650-4+ Ag 15 '28

Some non-ferrous foundries in Chicago. il Metal Ind 27:159-62 Ap '29

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*See also* Brass foundries; Foundry management; Foundry practice

**Accounting**

*See* Foundry accounting

**Congresses**

Association technique de fonderie de Paris 7th convention, Paris, Oct. 26-27. Iron Tr R 83:1355 N 22 '28; Foundry 56:984-5 D 1 '28

*See also* International foundrymen's congress

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Maintaining high power factor in an industrial plant. F. A. Westbrook. il Power Pl Eng 32:1196-7 N 15 '28

Red River lumber company makes castings; foundry operated electrically throughout. C. Babtie and L. O. B. Lindstrom. il Iron Age 123:335-7 Ja 31 '29

*See also* Electric furnaces, Foundry; Electric furnaces, Iron founding

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Advocates a publicity program to attract boys to plants. H. J. Roesch. Foundry 56:315-16 Ap 15 '28

Apprentice days. R. E. Masters. Foundry 55: 938 D 1 '27

Apprenticeship in the foundry trades. Monthly Labor R 28:816-18 Ap '29

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Educated foundry engineers needed. T. C. Earnill. il Iron Age 123:864-7 Mr 28 '29

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Who should train apprentices? C. J. Freund. il Foundry 57:2-5, 56-8 Ja 1-15 '29

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Aluminum foundry makes use of X-ray equipment. il Iron Age 124:406-9 Ag 15 '29

A.F.A. exhibits further mechanization of industry. Foundry 57:284-6 Ap 1 '29

Automobile foundry pours aluminum castings on a conveyor; Packard motor car co., Detroit. P. Dwyer. il plan Foundry 57:222-7+ Mr 15 '29

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Cleaning room progress aids production of quality castings. F. G. Steinebach. il Foundry 56:593-6+, 680-1, 893-5+, 943-6, 987-9 Jl 15, N 1-D 1 '28

Cleans castings with sand and water. E. A. Custer, jr. il Foundry 57:339-42 Ap 15 '29; Same cond. Iron Tr R 84:1118-20 Ap 25 '29

Continuous operation cuts production costs. R. J. Heisserman. Foundry 57:823-4+ O 1 '29

Conveyors take drudgery out of Buick foundry. il Iron Tr R 82:382-4 F 9 '28

Cooling conveyor for castings. L: Rasmussen. il Factory & Ind Management 77:70-1 Ja '29

Deere & company, Moline, Ill., hauls foundry materials on electric trucks. il Foundry 56: 222-5 Mr 15 '28

Double output with 92% less labor cost; Kensington-Davis corporation. L. S. Monroe. il Manuf Ind 16:264 Ag '28

Easier mold closing. il diag Iron Age 120: 1718 D 22 '27

Equipment saves time and floor space at Sandwich foundry, ltd., Sandwich, Ont. P. Dwyer. il plan Foundry 57:316-21+ Ap 15 '29

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Foundry capacity almost doubled by mechanical handling methods. L. W. Pardee. il plan Automotive Ind 61:48-50 Jl 13 '29; Abstract. Am Mach 70:829 My 23 '29

Foundry costs reduced by lifting magnets. A. Walton. Elec W 93:934 My 11 '29

Foundry is expanded to improve facilities and efficiency; Industrial steel casting co., Toledo, O. P. Dwyer. il Iron Tr R 85:317-20+ Ag 8 '29; Same. Foundry 57:636-42+ Ag 1 '29

Foundry jib crane of great flexibility. diag Iron Age 121:530 F 23 '28

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Foundry uses hot-blast cupolas; Oakland motor car co., Pontiac, Mich. F: L. Prentiss. il plan Iron Age 124:207-10, 395-8 Jl 25, Ag 15 '29

Gravity roller conveyors cut handling costs in the modern foundry. E. J. Tournier. il Ind Eng 86:301-3 Je '28

Gray iron electrically melted at small foundry, Hobart bros. co., Troy, O.; mass production methods. il diags Iron Age 123:1351-3 My 16 '29

Handling and weighing at less cost; Link-Belt company adopts lift trucks equipped with dial-reading scales. il Manuf Ind 16: 133-4 Je '28

Handling castings from shakeout to cleaning room by gasoline tractors. il Iron Tr R 83: 631-2 S 13 '28; Same. Foundry 56:714-16 S 1 '28

Hot-blast cupola in Pullman foundry. R. A. Fiske. il diags Iron Age 123:872-5 Mr 28 '29

How equipment cuts foundry operating costs. J: A. Murphy. il Foundry 56:964-6, 1023-4 D 1-15 '28

How mechanical equipment aids the stove foundry industry; Peninsular stove co. P. Dwyer. il plan Foundry 56:286-91, 355-9+, 466-70+ Ap 15-My 1, Je 15 '28; Excerpts. Iron Tr R 82:946-8, 1130-3 Ap 12, My 3 '28

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Low-cost production in jobbing shop; how Eastern steel castings, Newark, N. J., revamped its plant. F. D. Campbell. Iron Age 123:1212-13; Discussion. 1213 My 2 '29

Lowers cost of steel castings; Eastern steel castings co., Newark, N. J. H. R. Simonds. il Foundry 57:726-32 S 1 '29; Same. Iron Tr R 85:589-93 S 5 '29

Make heavy machinery on production schedule; Clark bros. co., Olean, N.Y. il Foundry 56:780-4+ O 1 '28

Mass production with conveyors, both in casting and in core baking. J. B. Nealey. il Iron Age 120:1716-18 D 22 '27

Materials handling in gray iron foundries; abstract. A. Walton. Iron Age 123:1147-8; Discussion. 1149 Ap 25 '29

Mechanical equipment triples production of French foundry; Société anonyme des usines Rosieres, Bourges. V. Delport. il plan Foundry 57:432-4 My 15 '29

Mechanical handling in foundries. R. T. Turner. Iron Age 120:1593-4 D 8 '27

Mechanization solves production problems in automotive foundry; the Nash motors co. il Foundry 56:475-8 Je 15 '28

Mechanizing foundry operations of a semi-jobbing character. D: G. Anderson. il diag Iron Age 123:1021 Ap 11 '29

Moderate-sized plant modernizes by installing simple conveyors and trolleys, regrouping machinery and instituting four-shift working day. il plan Iron Age 121:187-90 Ja 19 '28

Mold handling; abstract. R. J. Heisserman. Iron Age 123:1146 Ap 25 '29

New aluminum foundry equipped to assure accurate control. il Iron Tr R 85:396-7 Ag 15 '29

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New continuous molding unit reduces Studebaker foundry costs. G. A. Gunther. il Automotive Ind 59:756-9 N 24 '28

Piston molding conveyor units at the Buick motor co. il Iron Age 120:1582-3 D 8 '27

Power conveyors handle large molds; American abrasive metals co., Irvington, N. J. il plan Foundry 55:962-5; 56:22-4+ D 15 '27-Ja 1 '28

Practical features of pickling; design of pickling departments. W. G. Imhoff. il Iron Tr R 82:943-5+, 1069-71 Ap 12, 26 '28

Profitable application of electric industrial trucks and tractors in industry. H. J. Payne. il Iron Tr R 82:810-11+ Mr 29 '28

Removes cores hydraulically. J. Prendergast. il Foundry 56:922-5 N 15 '28; Same. Iron Tr R 84:456-9 F 14 '29

Sand-condition plant saves labor. il diags Iron Age 120:1512-13 D 1 '27

Small foundry adopts conveying equipment; Hobart bros. co., Troy, Ohio. E. Bremer. il Foundry 57:408-11+ My 15 '29

Small jobbing shop transports materials easily; Superior foundry corp., Grand Rapids, Mich. il plan Foundry 57:188-90 Mr 1 '29

Stoves molded and poured continuously; Peninsular stove co., Detroit. F. L. Prentiss. il diags Iron Age 121:1310-16 My 10 '28

Study your returns from handling equipment. J. J. Hartley. Foundry 56:673-4 Ag 15 '28; Same. Iron Tr R 82:1335-6+ My 24 '28

Teaming units for foundry use makes pouring castings simple. il Factory & Ind Management 78:292 Ag '29

Tendencies in material handling. S. G. Koon. il diags Iron Age 120:1293-6 N 10 '27

To melt 2200 tons of iron a day; Chevrolet motor co., Saginaw, Mich. F. L. Prentiss. il Iron Age 124:612-14 S 5 '29

Tractors solve haulage problem in cylinder block foundry; Lakey foundry & machine co., Muskegon, Mich. il Iron Tr R 83:1182-3 N 8 '28

Vertical and overhead core ovens; greatly increased capacity from removing old ovens from floor at the Nash motors co., Kenosha, Wis. R. A. Fiske. il diags Iron Age 121:1523-7 My 31 '28

*See also* Casting machines; Charging machines; Core ovens; Crucibles; Cupola furnaces; Electric furnaces, Foundry; Foundries—Safety devices and measures; Foundry ladles; Foundry machinery; Furnaces, Foundry; Furnaces, Iron founding; Molding machines; Molds (for casting); Oxyacetylene apparatus; Sand blast; Sand mixers

### Heating and ventilation

Good ventilation aids production. G. S. Hamilton. il Foundry 57:22-3 Ja 1 '29

### Layout

Aluminum foundry rearranged; Packard motor car co., Detroit. il Iron Age 121:726-8 Mr 15 '28

Auto foundry incorporates new design in equipment and practice; Oakland motor car co., Pontiac, Mich. P. Dwyer. il Foundry 57:592-6 Jl 15 '29

Automobile foundry pours aluminum castings on a conveyor; Packard motor car co., Detroit. P. Dwyer. il plan Foundry 57:222-7+ Mr 15 '29

Doubles production with new foundry layout; Treadwell engineering co., Easton, Pa. E. C. Kreutzberg. il Foundry 57:854-7 O 15 '29

Molds progress through foundry on flat cars—poured with direct iron. il plan Iron Age 120:1726-7 D 22 '27

Revamping foundry cuts costs; Builders iron foundry, Providence, R.I. H. R. Simonds. il Foundry 56:206-11 Mr 15 '28

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Lighting hints for the foundry. Foundry 56:110b F 1 '28

Problems in foundry lighting. A. Cunnington. Illum Engr 21:51 F '28

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Elt-betriebskarten. E. Tebbe and R. Dehrmann. il diag Elektrotech Zeit 49:1183-8 Ag 9 '28

### Safety devices and measures

Co-operation of entire personnel necessary for plant safety. F. H. Elam. Iron Tr R 85:256-7 Ag 1 '29; Same. Foundry 57:625-6+ Jl 15 '29

Correction of unsafe foundry practices. N. H. Kyser. Foundry 56:926-7 N 15 '28

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Ten points to remember in foundry safety. F. G. Bennett. il Nat Safety N 17:17-18 My '28

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Danish firm adopts novel idea in foundry construction; roundhouse plan utilizes limited space economically. V. Delport. il plan Foundry 56:497-9+ Je 15 '28; Same. Iron Tr R 83:143-5 Jl 19 '28

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Die neuen giessereien der Citroën-werke. U. Lohse. il diags Zeit Ver Deutsch Ing 72:464-8 Ap 7 '28

Operates modern foundry in old French town; plant of Guilliet fils, Auxerre. V. Delport. il plan Foundry 57:452-7 Je 1 '29

### Peru

Cerro de Pasco copper corporation operates foundry on top of the Andes. T. H. Stickley. il Foundry 57:48-51 Ja 15 '29

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Floating foundries; the equipment carried by repair ships to do quick repair work at sea. T. B. Thompson. il Brass W 24:1-4 Ja '28

FOUNDRY accounting

Advantages of uniform cost systems in groups of foundries. J. L. Carter. Iron Age 122:1363-4 N 29 '28

Brass foundry costs; a proposed flexible system of accounting. Foundry 57:25-7 Ja 1 '29

Controls materials through accurate cost records. R. E. Shallberg. Foundry 57:657-8 Ag 1 '29

Cost session at A. F. A. meeting. Iron Age 123:1079-81 Ap 18 '29; Foundry 57:368-9 My 1 '29

Group foundry costs. J. L. Carter. Brass W 24:112-13 Ap '28

Short-cut method to find molding costs. M. R. Lott. Manuf Ind 14:443-6 D '27

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Study your returns from handling equipment. J. J. Hartley. Foundry 56:673-4 Ag 15 '28; Same. Iron Tr R 82:1335-6+ My 24 '28

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FOUNDRY associations

Foundry association directory. Published in first issue of each month of Foundry

FOUNDRY chemistry

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In defense of the foundry chemist. W. H. Spencer. Foundry 57:418-20 My 15 '29

Is chemistry of value in the gray iron foundry? V: E. Hillman. Foundry 57:345-6 Ap 15 '29

*See also* Alloys

**FOUNDRY costs**

Cutting costs and avoiding accidents. G. F. Tegan. il Iron Age 121:461-2 F 16 '28

*See also* Foundry accounting

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Large uses of steel in small ways. il Iron Tr R 84:1121-2 Ap 25 '29

Rig stripping plate for small bracket. diag Foundry 57:65 Ja 15 '29

Saves time and money by systematic flask storage. J. Davis. il Foundry 56:767+ S 15 '28

Use special flask in stove shop. diag Foundry 56:1021 D 15 '28

Use special flasks to make telephone pay station castings. H. R. Simonds. il Foundry 57:793-4 S 15 '29

**FOUNDRY furnaces.** See Electric furnaces, Foundry; Furnaces, Foundry

**FOUNDRY laboratories**

American steel foundries establishes steel foundry laboratory. il Iron Age 122:280-1 Ag 2 '28

Steel foundry operates an extensive research laboratory; American steel foundries, East Chicago, Ind. W. C. Hamilton. il Foundry 56:789-92 O 1 '28; Same cond. Iron Tr R 83: 838-9+ O 4 '28

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Ladle gearing for smaller ladles. il Iron Age 122:402 Ag 16 '28

Ladle preheated in novel way; pushed up against a fire-brick wall, forming a small furnace, gas-heated. il Iron Age 123:1296 My 9 '29

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Molten metal transported 10 miles from blast furnace to steelworks. Iron Tr R 82:1662-3 Je 28 '28; Iron Age 121:1809 Je 28 '28; Sheet Metal Worker 19:422-3 Je 29 '28; Am Mach 69:36b Jl 5 '28; Eng N 101:78-9 Jl 12 '28

New combination ladle-nozzle. il Brass W 24: 224 Jl '28; Iron Age 122:155 Jl 19 '28

125-ton hot metal mixer car. il Engineer 148: 450 O 25 '29; Engineering 128:537 O 25 '29

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American foundry makes changes in design of core machine. il Foundry 56:41 Ja 1 '28; Brass W 23:410 D '27

Survey of the performance of Tabor split pattern foundry machines. Metal Ind 27:143 Mr '29; Same. Brass W 25:55 Mr '29

Tabor core machine eliminates unnecessary moves by operator. il Iron Age 121:1612 Je 7 '28; Brass W 24:246 Ag '28

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Economy in practice featured in German foundry exhibition at Dusseldorf. il Iron Tr R 85:976-7 O 17 '29; Foundry 57:934-5 N 1 '29

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Co-operation between operating and sales departments is essential for success. K. V. Wheeler. Foundry 56:968-70 D 1 '28

Foundry effects substantial savings; Campbell, Wyant & Cannon foundry co., Muskegon, Mich. C. H. Vivian. il Brass W 23: 395-400 D '27

Inspection of molds in the making. P. R. Ramp. Iron Age 123:533-5 F 21 '29

Lowers cost of steel castings; Eastern steel castings co., Newark, N. J. H. R. Simonds. il Foundry 57:726-32 S 1 '29; Same. Iron Tr R 85:589-93 S 5 '29

Moderate-sized plant modernizes by installing simple conveyors and trolleys, regrouping machinery and instituting four-shift working day. il plan Iron Age 121:187-90 Ja 19 '28

Need for cooperation in foundry practice. E. H. Ballard. Brass W 23:423-4 D '27

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*See also* Farmers' cooperative oil companies; Gasoline service stations; Oil bulk stations; Petroleum refining; Standard oil companies

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Motor fuel and the future for the oil company; no retarded gasoline consumption due to high compression engines evident. Pet Age 21:20+ My 1 '28

Oil industry moves into the autumn period. Pet Age 23:28-9+ O '29

Refinery supply and demand in 1929. Oil & Gas J 27:148-9 F 21 '29

700,000,000 gals. more gasoline used in 1928 than in 1927; tabulation. Nat Pet N 21:86 Ja 30 '29

75,000,000 miles air traffic in 1928; a small, but growing oil market. C. B. Mapes. il Nat Pet N 20:19-22 S 12 '28

**ASOLINE industry—United States—*Continued***

Sources of gasoline supply changing. C. O. Willson. Oil & Gas J 28:38+ Ag 29 '29

West coast gasoline territory grows at expense of eastern group; Bureau of mines report for first half of 1929. Nat Pet N 21:98-100+ Ag 21 '29; Oil & Gas J 28:37+ Ag 15 '29

Year of good business on east coast. A. E. Mockler. Oil & Gas J 27:147+ Ja 31 '29

### Wisconsin

Ban lifted from Q.D.A. in Wisconsin by Department of markets. Nat Pet N 19:23 N 23 '27

Code cannot take place of sound basis for quoting prices. D. E. Montgomery. Nat Pet N 21:64+ Ja 23 '29

What can we do about the Q.D.A. plan? Wisconsin jobbers ask. Nat Pet N 20:101+ Ag 15 '28

**ASOLINE pipe lines**

Pipe lines transport natural gasoline; approximately 5,000,000 bbls. carried in California lines during first half of 1929. L. P. Stockman. map Oil & Gas J 28:34+ Ag 29 '29

Standard oil co. of New Jersey may move gasoline as well as crude from coast by pipe line. A. E. Mockler. Oil & Gas J 27:140 My 16 '29

**ASOLINE pumps**

Automatic two-speed control for gasoline pump motor. G. B. Henry. diag Elec W 94:892 N 2 '29

Bennett has new pump line. il Pet Age 23:56+ Je '29

Bowser announces new gasoline pump line. il Ry Age 85:595-6 sec 2 S 22 '28

Correct Measure units. il Pet Age 21:61 Je 15 '28

Gasoline pump refuels bus in three minutes. il Bus Transportation 7:404 Jl '28

Proper installation of gasoline pumps will eliminate grief. G. W. McDougall. diag Nat Pet N 21:105-6 S 11 '29

### Inspection

New York gasoline pumps are 39 percent incorrect. Oil Paint & Drug Rep 114:50 O 8 '28

New York will inspect retail gasoline pumps. Oil Paint & Drug Rep 113:74 Je 18 '28

**ASOLINE research**

Results of Institute research program told at American chemical society meeting. J. C. Chatfield. Nat Pet N 20:30-1 Ap 25 '28

**ASOLINE service stations**

Artistic station handles variety of services to motorist. A. S. James. il Nat Pet N 20:85 F 29 '28

Automobile department stores; McPherson oil co's. plant, Howell, Mich., and Cord tire co., inc., Chicago. il Nat Pet N 21:90-2 Ja 16 '29

Centrally located super service station of Arrow oil co., Wooster, O. R. B. Stafford. il plan Nat Pet N 20:80+ Ag 15 '28

Dance, eat, buy gasoline, play bridge at this oil company station; Major oil corp., Lima, O. N. M. Mainpa. il Nat Pet N 21:82+ Ap 3 '29

Danger of overbuilding one-stops seen by major oil company executives. R. B. Stafford. Nat Pet N 21:29-30 Jl 3 '29

Denver agrees with East that stations have bulk of oil sales. E. L. Barringer. Nat Pet N 19:69-70+ N 30 '27

Down go our selling costs! Eckel oil company, Washington, N. J. Pet Age 23:22-3 Je '29

England discards petrol tins for drive-in stations. W. H. Berry. il Nat Pet N 20:88-90 Ja 4 '28

Everything for the car on one lot; Muller Bros., Hollywood. il Nat Pet N 20:83+ Jl 25 '28

Fine oil station; Mid-continent petroleum corporation, Tulsa. il plan Pet Age 22:36-7+ O '28

Gasoline stations of the future will be monopoly-owned and sell general lines of merchandise. R. W. Babson. Nat Pet N 20:27-8 N 14 '28

Harbor oil co. of Mobile serves boats and autos. il Nat Pet N 21:88 Je 19 '29

How new station's gasoline gallonage was brought up to 1200 a day; Jack DeBoer's one-stop service station, Colorado Springs. R. McDaniel. il Nat Pet N 21:86-7 Ag 21 '29

How one manufacturer trained men both for sales and service; meeting the problem of setting up company retailers. P. C. Halley, pseud. Ptr Ink 142:147-8+ F 23 '28

Illuminated cupola, search light, win in Union's station contest. W: E. Green. il Nat Pet N 20:54-5 Ja 18 '28

Industry built on five gallons. J. H. Collins. Comm & Fin 18:1379-81 Je 26 '29

Jobbers discuss one stop stations. W. T. Ziegenhain. Oil & Gas J 28:41+ O 24 '29

Kind of highway determines type of successful station. il Nat Pet N 20:29-30 Je 6 '28

Limited field seen for one-stop stations. Nat Pet N 21:78+ O 16 '29

Louisiana company enters field of one-stop stations. Oil & Gas J 28:366+ Ag 29 '29

Million dollar station has nine separate ways to make money! Cord tire co., Chicago. il Pet Age 23:30-1 Mr '29

Now it's transportation by oil; Pierce Petroleum's combined bus terminal and gasoline station at Springfield, Mo. J. C. Chatfield. il plan Nat Pet N 20:20-3 Ag 1 '28

Ohio Standard drops dual control of one-stop service station. E. L. Barringer. il Nat Pet N 21:36 S 4 '29

One-man station at Endicott, N.Y. that will net its owner $75 a week—plus health. il Pet Age 22:26-7+ D '28

One-stop station and the oil jobber's future. K. J. Fanshier. Pet Age 23:36+ O '29

One-stop station; is it the station of the future? R. B. Stafford. Nat Pet N 21:111-12+ O 2 '29

One-stop stations; a discussion of probable factors that will strive to run them. R. B. Stafford. Nat Pet N 21:27-9 Je 26 '29

One-stops bring new selling. il Nat Pet N 21:30-2 Jl 10 '29

Petroleum Age's complete automobile data and guide for service station operation; tabulation. Pet Age 21:28-32 Ja 15 '28

Pierce combines sandwich shops with service stations. J. C. Chatfield. il plan Nat Pet N 21:88+ Jl 3 '29

Profitable gasoline and oil business lies in oil company stations. A. E. Dodd. il Nat Pet N 20:17-19 Mr 7 '28

Scenic camp at Bergen Park, Colo., draws townspeople as well as tourists. V. B. Guthrie. il Nat Pet N 20:68+ Jl 25 '28

Sinclair goes in for car washing with two Gillespie units. W. K. Halbert. il Nat Pet N 21:31-2 F 20 '29

Sinclair one-stop group will cover 2 acres in Cleveland. Nat Pet N 21:30 Jl 24 '29

Some interesting facts about the gasoline market. P. T. Cherington. Adv & Sell 13:30+ S 4 '29; Same. Nat Pet N 21:84-5+ N 6 '29

Station near Sleepy Hollow revives Ichabod Crane's love affair. il Nat Pet N 21:88 Ag 28 '29

Story of Louie Brunn. il Pet Age 23:28-9 My '29

Straight line moving platform for car laundering; Putnam one-stop service station, Canton, O. R. B. Stafford. il Nat Pet N 21:92-4 Ag 7 '29

Super-service stations from the tire man's viewpoint; abstract. C. L. Buell. Nat Pet N 21:23-4 O 23 '29

Super service stations thrive best operated by individual owner. W: E. Green. il Nat Pet N 20:97+ Mr 14 '28

Super stations favored more in city than in rural Middle West. W. K. Halbert. Nat Pet N 20:121+ Ap 11 '28

**GASOLINE** service stations—*Continued*

They made a hole in the wall into a station doing 4,000 gallons a day; Denver Union oil co. Pet Age 22:40 Jl 15 '28

This station averages $3 per "lift" customer; D. J. Fulton's station, Scranton, Pa. H. E. Davis. Pet Age 22:37 Ja '29

22 private garages add to profit of Tulsa service station. J. C. Chatfield. il plan Nat Pet N 19:59-60 D 28 '27

U. S. to survey station business in the Southwest. Nat Pet N 21:21-2 N 6 '29; Oil & Gas J 28:41+ O 31 '29

We—not the tire agencies—will run one stop stations—say West Virginians. R. B. Stafford. Nat Pet N 21:35-6 Je 19 '29

What gasoline station appeals most to the woman tourist? B. Barrett. Nat Pet N 20:27-8+ O 10 '28

You could eat off the drives; scrubbed like the deck of a battleship is this Kannen station at the foot of Manhattan bridge. il Pet Age 22:42+ N '28

*See also* Airplane fuel stations

### Accounting

Accounting for bulk oil plants, service stations and tank wagon use. S. E. Pearce. Pet Age 22:28-9+ Jl 15; 18-19 Ag 1; 32-4+ Ag 15; 18-19+ S 1; 26+ S 15; 52-3 O '28

They keep equipment costs and make it pay them. il Pet Age 21:16-17 My 1 '28

We make out a sales slip for every customer. Pet Age 20:24+ N 1 '27

What is cost of doing business at the service station? Pet Age 22:19+ Jl 1 '28

### Advertising

Gas signs (neon) for gas stations. C. Whitman. il Nat Pet N 21:283+ O 30 '29

How stations can make more of tourist information service. B. Barrett. Nat Pet N 21:91-2+ Mr 20 '29

In a town of 6,000 Dave Gunter brought 1,500 cars to a Christmas party. il Pet Age 21:22-4 Ja 15 '28

Jobber sells 1000 miles of scenery; incidentally gas and oil. W. K. Halbert. il Nat Pet N 20:26-7 Ap 11 '28

Let a sound idea sell the printing; printer sells folders to gasoline service stations. R. McDaniel. Inland Ptr 81:65-7 Je '28

Long range signs pull motorists in; window displays sell him. O. C. Taylor. il Nat Pet N 21:288+ O 30 '29

Make light work for you at your stations; electric signs. il Pet Age 21:18+ Je 1 '28

Sell greasing jobs at the gasoline pump is Denver jobber's policy; advertising methods. V. B. Guthrie. il Nat Pet N 20:93-4+ Jl 4 '28

Station salesmen illustrate ads of Pocahontas oil co. il Nat Pet N 21:87-8 S 4 '29

Wooden Indian gets new lease on life as gasoline trade puller. A. S. James. il Nat Pet N 21:112+ Ap 24 '29

### Automobile accessories

Daily inventory on auto necessities keeps down station losses. R. B. Stafford. Nat Pet N 20:30+ Ja 18 '28

More business; more profits; oil filters. Pet Age 23:24-5+ Ap '29

Oil companies may aid tire dealers in building super stations. R. B. Stafford. il Nat Pet N 21:40a-b My 1 '29

One good way to sell accessories at the filling station is—display 'em! il Pet Age 22:42-3 O '28

One-stop stations; the tire companies help their dealers to build. R. B. Stafford. il Nat Pet N 21:30-2 My 15 '29

Vending devices and accessories help profits. il Nat Pet N 21:160 Mr 20 '29

Why you should sell accessories—and what ones you should sell. il Pet Age 20:20-2 N 1 '27

Yes! accessories can sell gasoline and gasoline sells accessories. M. C. Radler. il Pet Age 23:24-5+ Mr '29

You can make money in accessories—but be sure you sell the right kind! il Pet Age 21:26 My 15 '28

### Chain stations

Chain stations de luxe, by highways, ar California venture. W. E. Green. il Nat Pe N 20:25-6 Ag 22 '28

Department stores for auto servicing planne for 200 cities; Gillespie station at St Louis W. K. Halbert. il plan Nat Pet N 20:17-1 O 3 '28

How Standard (N.J.) is meeting modern merchandising demands at its service stations il Pet Age 22:28-9 Ja '29

Million-gallon gasoline stations by chain store methods; H. C. Bohack co. stations i Brooklyn. V. B. Guthrie. il Nat Pet N 20: 27-8 Ja 25 '28

Operation of service stations turned over t chain companies. il Oil & Gas J 28:178+ J 4 '29

Pierce petroleum corp. builds tourist terminal stations. J. C. Chatfield. il Nat Pet N 21:105-6 Ja 9; 90+ F 13 '29

Start opening Firestone chain of one stop service stations. il Oil & Gas J 28:146 Ag 1 '29

To operate first of Green Flag superservice stations in Texas. Oil & Gas J 28:140 Ag 22 '29

### Construction and design

Architecture's competition; awards. il Architecture 57:173-5 Mr '28

Beauty brings station trade just as beauty sells motor cars; Goodyear-Wende oil corporation, Buffalo, N.Y. Pet Age 23:34+ Mr '29

California Petroleum service station, Los Angeles. il plan Arch Rec 63:302-4 Ap '28

Details of modern station design given by Union oil company. il plan Nat Pet N 19:31-2 N 16 '27

Gasoline! its dispensing stations can be made sightly. il Bldg Age 50:116-17 Ja '28

How to build filling station driveways. il diag Concrete 35:52-5 Jl '29

Humble designs fireproof stations costing little to maintain. P. Wagner. il Nat Pet N 20:25 S 26 '28

Inviting outdoor rest rooms feature California stations. il Nat Pet N 21:104-5+ F 6 '29

Linking beauty with quick service; Select tire service, inc., Pittsburgh. R. B. Stafford. il Nat Pet N 21:96+ Ag 14 '29

New method of laying brick is considered attractive for modern filling stations. il Pet Age 23:48 F '29

New work for the contractor—automobile service stations. il plans Concrete 35:48-51 Jl '29

Pierce stations opened. plan Nat Pet N 21:35-6 Ag 7 '29

Prize winning roadside stands. il Nat Pet N 20:93 My 16 '28

Service station building and construction department. il Pet Age 21:14-15 Je 1; 22:20-1 Jl 1 '28

Shell service station in Cleveland, compact and trim as on shipboard. il Nat Pet N 20:75 D 26 '28

Small station made to look spacious with painted scenery; Inter ocean sales corp., Riverside, Ill. W. K. Halbert. il plan Nat Pet N 21:30-1 Ja 2 '29

Super station designed as mosque. il Nat Pet N 20:93-4+ Ap 18 '28

Two designs supply variety of layouts in station chain. R. B. Stafford. il plans Nat Pet N 20:78-9 Ag 29 '28

200 stations like this planned for Cuba. il Nat Pet N 20:84+ Je 13 '28

$200,000 invested in station at Baltimore's busiest corner. il plan Nat Pet N 19:26-9 D 21 '27; Same. Pet Age 20:16-18+ D 15 '27

Union oil company of California service station competition; views and plans. Am Arch 133:331-3 Mr 5 '28

Wide drives and tank car dumps feature this station; Red Dot oil company, Denver. plan Pet Age 23:42+ Mr '29

### Employees

Are we lagging at the point of contact? E. T. Sadler. il Pet Age 22:22-3 Jl 15 '28

**ASOLINE service stations—Employees—*Cont.***

Between sales? how one service station operator used this time. Nat Pet N 21:96+ Ja 30 '29
Bogey of daily overhead costs spurs station men to greater sales. W. K. Halbert. Nat Pet N 20:69-70+ My 2 '28
Decoration and extra pay given station salesmen for merit in service. W. K. Halbert. il Nat Pet N 20:27-8 Je 20 '28
Home study course in salesmanship for Wadhams' station men. il Nat Pet N 20:75+ Ap 18 '28
How I choose and train service station salesmen; nervous, resourceful and neat appearing men usually are found to be the best. F. E. Shields. Pet Age 21:13+ Je 1 '28
How to sell more gasoline and oil at the service station. J. F. MacGrail. Pet Age 22:40+ Ag 15 '28
How to use real salesmanship at the service station. F. E. Shields. Pet Age 21:30+ Je 15 '28
Keep everlastingly after station attendants. Nat Pet N 21:99+ F 13 '29
Pump man has his say—how pump men may spoil or increase sales. il Nat Pet N 21:85-6+ Ja 9 '29
Service station pests that I have met. J. B. Rathbun. Pet Age 21:40+ My 15 '28
Service station salesmanship. Pet Age 22:57-8 O '28
7 out of 10 station salesmen have it in them to succeed! E. T. Sadler. Pet Age 22:16-17+ Ag 1 '28
Soliciting business develops men into better station help. Nat Pet N 20:48 Ap 11 '28
Station manager plan found better than bonus as business builder. C. C. Dilley. Nat Pet N 21:101-2 O 2 '29
They won't pay a living wage; that's why oil companies find that good station men are scarce! F. E. Shields. il Pet Age 21:28-9 Ap 15 '28
Training service station salesmen. G: P. Shillinger. Pet Age 22:34-5+ O '28
Wanted—real service station salesmen! Pet Age 21:26-8 Ap 1 '28
Who protects your service station investment? G: P. Shillinger. Pet Age 22:20-1+ S 15 '28

### Equipment

Any automobile is a telephone booth with Subway oil co.'s service. W. K. Halbert. il Nat Pet N 21:26-9 F 6 '29
Bigger tanks for gasoline stations factor in cutting costs. il Nat Pet N 21:174 Mr 20 '29
Making motorist's eye a help to sales. O. C. Taylor. il Nat Pet N 21:77 Mr 27 '29
Mass production; now it's being applied to the service station. il Pet Age 22:24-5 S 1 '28
Retailers' vanity blamed for too many pumps at wayside stations. A. S. James. Nat Pet N 20:52+ Je 27 '28
Speed without sacrificing thoroughness in car servicing as secured at new Gillespie station at Tulsa. il plan Nat Pet N 21:118-19+ Mr 20 '29
They keep equipment costs and make it pay them. il Pet Age 21:16-17 My 1 '28
What do your equipment dollars buy? Pet Age 22:34+ Jl 15 '28
*See also* Gasoline handling; Gasoline pumps

### Finance

35 per cent of equipment leased to station owners. Pet Age 21:32, 34 My 15 '28
Outsider looks at the oil business; problems of location, personnel and finance. P. T. Cherington. Pet Age 23:38+ S '29

### Fire protection

Fire protectionists consider service station ordinance. Nat Pet N 21:102 My 8 '29
Service station fires, accidents may be avoided by trained salesmen. C. G. Allenbach. il Nat Pet N 21:101-2+ My 15 '29
Sheet metal buildings are fire safe. il Sheet Metal Worker 18:916-17 D 30 '27

### Leasing

Eight percent rent charged station operator in lease contract. il Nat Pet N 21:74+ Mr 20 '29
Leasing oil company stations to operators is successful. V. B. Guthrie. il Nat Pet N 21:68-70+ Mr 20 '29

### Lighting

Standardized lighting for filling stations. W. B. Pepper and D. P. Stone. il diags Elec W 93:641-2 Mr 30 '29

### Location

How the Texas co. develops its new sales territory scientifically. S. B. Wright. il map Nat Pet N 21:95-6+ Jl 10 '29
Location and not the building is important, jobber says. E. C. Neal. il Nat Pet N 21:113-15+ My 15 '29
Look ahead when you select your station site; Parkway filling station, Washington, D.C. plan Pet Age 22:43 Ja '29
Selecting station lots like cigar store. il Nat Pet N 21:88 Jl 10 '29
Station building set on outside corner; Associated oil co., Portland, Ore. il plan Nat Pet N 21:112 Mr 20 '29

### Lubricating service

Can you get $1 for a gear flushing job? It is done at the Oil Well station in St Louis. W. K. Halbert. il Nat Pet N 21:84+ Je 26 '29
Canfield looks to winter profits by enclosing pits now. E. L. Barringer. il Nat Pet N 21:101 Ag 7 '29
Car greasing has profit opportunities few stations make the most of. R. R. Matthews. il Nat Pet N 21:75-6+ Ja 30 '29
Car greasing helps put this $160,000 station out in front. il Pet Age 22:32-3 D '28
Dollars in profits. J. Nourse. Nat Pet N 20:71-2+ Ag 22 '28
Field for profit in chassis greasing has hardly been scratched. P. Truesdell. Nat Pet N 20:21-2 Je 13 '28
4,000 lubrication customers on contract in less than two years. il Pet Age 21:22-3+ Ap 15 '28
Hew to the line on lubrication. S: C. Miller. Pet Age 23:26-7+ My '29
Housing the grease pit in style; Pure oil co. works out fitting architectural design. il plan Nat Pet N 21:72-3 Ja 23 '29
How car lubrication service adds to profits of oil companies. R. B. Stafford. il Nat Pet N 20:19-21 My 23 '28
How to build a concrete automobile oiling and inspection pit. plan Concrete 33:43-4 O '28
Installs lift and allows station men profits on sales of grease. il Nat Pet N 21:184-5+ Mr 20 '29
Jobbers' protest makes Canton auto club drop substitution survey as unfair. R. B. Stafford. Nat Pet N 20:30-1 D 26 '28
Koch's recipe for serving the needs of the one car customer. W. K. Halbert. il Nat Pet N 20:84+ Jl 11 '28
Lifts for indoor lubrication appeal to customers. il Nat Pet N 21:296+ O 30 '29
Lubrication for profit. G: E. Read. Pet Age 21:58-9 Je 15 '28
Mechanical devices can never replace frequent oil changes. A. H. Frost. Pet Age 22:16+ Jl 1 '28
Oil and greasing built business when other things failed. B. B. Murphy. Nat Pet N 21:115-16 O 2 '29
Oil filter cartridges—another product for stations to sell. il Pet Age 20:27-8 D 1 '27
Open air greasing stations of Los Angeles. il Nat Pet N 21:92 Ap 10 '29
Overhead lube oil delivery solves service problem at Broadway service auto center, Louisville. il Pet Age 23:36+ My '29
Plan for doing the lubrication job and selling it to the motorist. il Pet Age 23:26-7+ Jl '29

**GASOLINE** service stations—Lubricating service—*Continued*

Pump island strategy. il Pet Age 22:32-3+ O '28

Sell greasing jobs at the gasoline pump is Denver jobber's policy; advertising methods. V. B. Guthrie. il Nat Pet N 20:93-4+ Jl 4 '28

Service and good merchandising brings success in greasing business. R. B. Stafford. Nat Pet N 20:53-4, 56 My 30 '28

7500 pounds of gear grease this season at one station, his goal; Erie oil co., Sheboygan, Wis. W. K. Halbert. il Nat Pet N 20:32-4 O 31 '28

Speedy and thorough car greasing promised while owner watches. N. M. Mainpa. diag plan Nat Pet N 21:96+ F 13 '29

Why not give lubricating oil a chance? Pet Age 20:26-7 D 1 '27

With winter coming on how must we pep up oil-to-gasoline sales ratio? G: P. Shillinger. Pet Age 23:22-3+ O '29

### Management

Automatic merchandisers boost station profits with pedestrian nickels. R. B. Stafford. il Nat Pet N 21:41-3 O 9 '29

Big storage tank at service station a fort in case of price war. W. K. Halbert. il Nat Pet N 21:84-5+ My 1 '29

Bogey of daily overhead costs spurs station men to greater sales. W. K. Halbert. Nat Pet N 20:69-70+ My 2 '28

Build 200,000 gallon business. il Nat Pet N 21:72+ O 23 '29

Can a side track station operate cheaper than any other? W. K. Halbert. il Nat Pet N 21:91-2+ Ap 3 '29

Can your oil stations sell radio supplies? J. B. Rathbun. Pet Age 21:30+ Mr 15 '28

Canada is wide awake. Pet Age 22:26 Ag 15 '28

Car greasing helps put this $160,000 station out in front. il Pet Age 22:32-3 D '28

Carlot oil distributor looks at retail marketing and enters it. Pet Age 21:22-3+ Mr 15 '28

Christmas stunt that boosted business 600 per cent. il Pet Age 20:18-19+ N 15 '27

Clean money for making change at stations. Pet Age 22:52+ Ja '29

Even colors picked to help sales at Ohio Standard's new stations. N. M. Mainpa. il Nat Pet N 21:94-6+ Je 5 '29

Familiar signs mean "stop" to tourist trade. Nat Pet N 20:84+ Mr 14 '28

Fishing tackle is profitable side-line at station. Nat Pet N 21:111 My 8 '29

Florida station is open only at night. Nat Pet N 21:72 Jl 24 '29

Free tourist camp improves gallonage at wayside service station. W. K. Halbert. il Nat Pet N 20:27-9 Je 27 '28

Getting the trade of the cash customer; he's small, but rates A-1. W. K. Halbert. Nat Pet N 20:74+ My 23 '28

Good merchandising, lighted by a smile, drives the wolf away. R. B. Stafford. il plan Nat Pet N 20:25-7 Ag 15 '28

He telephones to boost sales. W. K. Halbert. Nat Pet N 21:81-2 Mr 20 '29

How profitable is a grand opening day for a new service station? Nat Pet N 19:49-50 N 23 '27

How to put "it" into your oil business! S. C. Miller. Pet Age 23:26-7 Je '29

Increasing oil, grease, gasoline and alcohol sales with charts. R. B. Stafford. il Nat Pet N 19:20-3 D 7 '27

Location and not the building is important, jobber says. E. C. Neal. il Nat Pet N 21:113-15+ My 15 '29

Look out for the woman customer—she may rule the market. Pet Age 21:22-3+ Ap 1 '28

Marketing gas or selling a price? W. P. MacDonald. Nat Pet N 21:88 Ja 9 '29

Modern-day merchandising at the service station. E. T. Sadler. Pet Age 22:36+ Ag 15 '28

Modest little station and handsome, cost one key themselves to their neighborhood il Pet Age 22:40-1+ O '28

Naval rating plan keeps Mayflower station and men shipshape. K. A. MacKenzie. Nat Pet N 21:188+ Mr 20 '29

New stations put on black side of ledger in months; Inter ocean sales corp., Chicago B. S. Reid. il Nat Pet N 20:76-7+ Mr 1 '28

90 day battery guarantees gain friends for one-stop station operator. R. B. Stafford il Nat Pet N 21:83-4+ S 18 '29

Oil and greasing built business when other things failed. B. B. Murphy. Nat Pet N 21:115-16 O 2 '29

Oil sales don't mix with other retail lines Baltimore census shows. V. B. Guthrie. Nat Pet N 19:21-4 N 9 '27

Oil station solves town's parking problems—at a profit; South Atlantic oil co., Norfolk Va. E. L. Barringer. il Nat Pet N 20:26-7+ My 30 '28

"Open all night" stations profitable in cities, resort districts. Nat Pet N 19:47-8 D 14 '27

Parking space will bring 'em in—then sell 'em. Pet Age 22:24 Jl 1 '28

Petroleum marketing surveyed. Nat Pet N 20:29-30 Ap 18 '28

'Phone book prospects turn into customers. il Nat Pet N 21:85 Mr 20 '29

Profit first—not volume—built this business; Meridian service company of Indianapolis. il Pet Age 22:22-3+ D '28

Proper equipment-maintenance spell the difference between success—failure. J. MacElwain. plan Pet Age 21:24-5 F 15 '28

Shaffer merchandises furnace oil through its gasoline stations. W. K. Halbert. Nat Pet N 20:57+ Je 6 '28

Speed up the free service; make way for pay customer! plan Pet Age 22:25+ S 15 '28

Speed; what is it costing you? G: P. Shillinger. Pet Age 22:26-7+ N '28

Station gardens are sales help says prize winner. il Nat Pet N 21:75+ N 6 '29

This neighborhood station grabs off real business; Stanbury's station, Scranton. H. E. Davis. il Pet Age 23:36+ F '29

Today's retail stations must get the jump on the needs of 1930—and beyond! G. M. Bailey. il Pet Age 23:22-3+ F '29

Todd Biddle seeks business for one gas station from Chicago to Pittsburgh. E. L. Barringer. il Nat Pet N 21:101+ Mr 20 '29

Uniform stations strung along highway catch tourist business. N. M. Mainpa. il Nat Pet N 20:88+ Mr 14 '28

We charge more for a greasing job than any other place in town—and we have to turn away business! il Pet Age 22:28-9+ N '28

What about battery charging for the service station? J. B. Rathbun. Pet Age 21:42+ Mr 1 '28

What about your gasoline loss at stations? Pet Age 21:34 My 1 '28

What else may the roadside station profitably sell? W. K. Halbert. il Nat Pet N 21:82+ Je 12 '29

Who really buys the gasoline and the oil you sell at your service stations? influence of women. W. E. Rogers. Pet Age 21:20-2+ F 1 '28

Will combination with beauty shop pull women motorists to station? experience of Service sisters, Cleveland. il Nat Pet N 21:106-7 Ag 14 '29

You can make your back shop pay your stations way! il Pet Age 23:22-3 Mr '29

### Power

Load value of filling stations. il Elec W 90:999 N 12 '27

### Restaurants

If it's food that they want, we'll sell 'em that, too! il Pet Age 22:44-5 O '28

Pierce combines sandwich shops with service stations. J. C. Chatfield. il plan Nat Pet N 21:88+ Jl 3 '29

**ASOLINE service stations**—*Continued*

### Safety devices and measures

Causes of accidents at service stations; illustrations. Nat Pet N 21:89 Je 26 '29
Safety at the service station. Pet Age 21:40-1+ Je 15 '28
Service station fires, accidents may be avoided by trained salesmen. C. G. Allenbach. il Nat Pet N 21:101-2+ My 15 '29
Taking patrons into the safety program. W. K. Halbert. il Nat Pet N 21:93-4 Ja 9 '29

### Service

Brake tester draws desired oil and gas trade. il Nat Pet N 20:101-2 Jl 4 '28
Cashing emergency checks at stations is new preferred service. R. J. Failor. Nat Pet N 21:78+ F 6 '29
Courtesy is chief factor influencing their buying, motorists write. J. D. Haire. Nat Pet N 21:109+ O 2 '29; Same cond. Pet Age 23:44+ O '29
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P.D.Q.! way to merchandise his service without prating about it. M. E. Bridston. il Ptr Ink M 18:76+ Mr '29

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Merchandising aid pays; Supplee-Biddle hardware co. W: B. Munroe. il Credit M 31:18-20 F '29

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*See also* Rock bursts

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Charles Bocking, manager of Granby. Eng & Min J 128:84-5 Jl 20 '29
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*See also* Mine ventilation

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Identification of organomagnesium halides by crystalline derivatives prepared from α-naphthyl isocyanate. H: Gilman and M. Furry. Am Chem Soc J 50:1214-16 Ap '28

**NAPHTHYLMETHYLMAGNESIUM chloride**

Some rearrangement reactions of alphanaphthylmethylmagnesium chloride. H: Gilman and J. E. Kirby. Am Chem Soc J 51:3475-8 N '29

**NAPHTHYLENE diamine**

*N*-methyl derivatives of 2-phenylnaphthylene-1:3-diamine. C: S. Gibson, W: S. Kentish and J: L. Simonsen. Chem Soc J p 2131-42 Ag '28

**NAPHTHYLENE disulfide**

Naphthylene 1:8-disulphide. W: B. Price and S. Smiles. Chem Soc J p 2372-4 S '28

**NAPLES**

**Railroads**

Le nouveau chemin de fer funiculaire de Naples. il diags Génie Civil 94:169-71 F 16 '29

**NARCOTICS**

Narcotics control board studies imports for 1930. Oil Paint & Drug Rep 116:21+ O 28 '29

*See also* Cocaine; Opium

**Law**

Narcotic report methods are amended by Treasury. Oil Paint & Drug Rep 113:49 My 21 '28

**NASH, Arthur**

His spirit lives on! C: W. Wood. por Forbes 21:13-15+ Je 1 '28

**NASH motors company**

Financial history of Nash Motors is impressive. J: C. Gourlie. Automotive Ind 57:858-60 D 10 '27

Nash motors earns $20,820,085 in fiscal year ending Nov. 30, 1928. Automotive Ind 60:107 Ja 19 '29

**NASHVILLE, Chattanooga & St Louis railway**

Annual report, 78th, year ended Dec. 31, 1928. Comm & Fin Chr 128:3343 My 18 '29

Eight stocks selling below asset value. Mag of Wall St 43:37 N 3 '28

**NASMYTH, James, 1808-1890**

Portrait. Mech Eng 50:451 Je '28

**NASSAU, Bahama Islands**

Dock construction at Nassau. il Can Eng 56: 343-4 Mr 12 '29

**Sewerage**

Constructing sewers at Nassau, Bahama Islands. Can Eng 55:672 N 13 '28

**NAST, Condé**

In sharper focus. L. Kelley. Adv & Sell 11: 36+ S 19 '28

**NATIONAL advertising.** See Advertising, National

**NATIONAL advertising benevolent society**

How British advertising helps its unfortunates. A. E. Haase. Ptr Ink 141:10+ D 22 '27

**NATIONAL advisory committee for aeronautics.** See United States—National advisory committee for aeronautics

**NATIONAL aeronautic association**

Annual convention, 8th, Cleveland, Sept. 5-7. Aviation 27:563-4 S 14 '29

**NATIONAL air tour.** See Airplane races

**NATIONAL air transport, incorporated**

Listing. Comm & Fin Chr 128:3697 Je 1 '29

N. A. T. country's largest air transport line. il Ry Age 84:149-52 Ja 14 '28

N.A.T. maintenance work well organized. il plan Airway Age 10:142-5 F '29

Operating methods of the N.A.T. il Airway Age 9:48-53 D '28

**NATIONAL air transport, incorporated—*Cont.***

Operation experience of the National air transport. L. D. Seymour. il S A E J 25: 217-24 S '29

**NATIONAL American company**

Business reflected in good architecture. il plans Am Arch 133:673-80 My 20 '28

**NATIONAL association of casualty and surety agents**

Joint convention with International association of casualty and surety underwriters, White Sulphur Springs, W. Va. Spectator 123:3+ O 3; 33+, 41+ O 10 '29

Place of the casualty and surety general agents. W. G. Wilson. Spectator 121:41 sec 2 D 13 '28

**NATIONAL association of cotton manufacturers**

Annual convention, Boston, Oct. 24-25. Textile World 74:2273, 2441-3, 2452-70+ O 27-N 3 '28

Annual meeting, Boston, Oct. 30-31. Textile World 76:2636-9, 2665-70 N 2 '29; Comm & Fin 18:2420 N 6 '29

Joint meeting with American cotton manufacturers' association, Atlantic City, May 24-25. Textile World 75:3527-30, 3549-51 Je 1 '29; Comm & Fin 18:1210-11 My 29 '29; Manuf Rec 95:49-53 My 30 '29

Officers re-elected and committee reports presented. Textile World 76:2671-71d N 2 '29

Semi-annual meeting, Providence, April 25-26. Textile World 73:2781-2, 2791-2806+ My 5 '28; Manuf Rec 93:93-4 My 3 '28

**NATIONAL association of credit men**

Annual convention, 33d, Seattle. Credit M 30: 8+ Jl '28

Annual convention, 34th, Minneapolis, June 24-28. Credit M 31:18-22+ Jl '29

Credit protection fund. Credit M 31:21-2 Ap '29

**Business service committee**

Service to all; all business and banking profit by business service. J. A. Bond. Credit M 31:28-30 Jl '29

Successful remedy for sick retailers. F. W. Black. Credit M 31:32-4 F '29

**Confectioners' trade division**

Confectioners' trade division. J. E. Vaughan, jr. Credit M 30:16+ Je '28

**Department of education and research**

National institute of credit increases activity; research advisory council appointed. Credit M 31:14-15 Jl '29

**NATIONAL association of dyers and cleaners**

Annual convention, 21st, Washington. Ptr Ink 142:152 Ja 26 '28

**NATIONAL association of farm equipment manufacturers**

Annual convention, 35th, Minneapolis, Oct. 10-12. Iron Tr R 83:1027 O 18 '28

Annual convention, 36th, Cleveland, Oct. 9-11. Iron Tr R 85:1020+ O 17 '29

**NATIONAL association of finance companies**

National finance conference, 5th, New York. Automotive Ind 59:781-3 D 1 '28

**NATIONAL association of flat-rolled steel manufacturers**

Annual meeting, 1st, White Sulphur Springs, W.Va., June 5-7. Iron Age 121:1685+ Je 14 '28; Iron Tr R 82:1584 Je 14 '28

Annual meeting, 2d, White Sulphur Springs, W. Va., June 24-26. Iron Age 124:29-31 Jl 4 '29; Iron Tr R 85:22-3 Jl 4 '29

**NATIONAL association of hosiery and underwear manufacturers**

Annual convention, 24th, Philadelphia, April 18. Textile World 73:2456-8+ Ap 21 '28

Annual convention, 25th, Philadelphia. Textile World 75:2566-9 Ap 20 '29

**NATIONAL association of ice industries**

Annual convention, 10th, Atlanta, Ga., Nov. 1-4. Refrig W 62:11-16, 22-3 N '27

Annual convention, 11th, Detroit, Nov. 13-16. Refrig W 63:7-10, 11-18 N '28

**Household refrigeration bureau**

Annual report of the Household refrigeration bureau. M. E. Pennington. Refrig W 63:11-14 D '28

**NATIONAL association of insurance agents**

Agents and insurance progress. W. H. Bennett. Spectator 121:25-6 sec 2 D 13 '28

Annual convention, 33d, West Baden. Spectator 121:3+ S 27 '28

Annual convention, 34th, Detroit, Sept. 11-13. Spectator 123:1+, 29+ S 12; 27+ S 19 '29

**NATIONAL association of life underwriters**

Annual convention, 40th, Washington. Spectator 123:3+ S 26; 15-19 O 3 '29

Retiring president, reviews the year. J. S. Myrick. Spectator 121:8+ S 20 '28

**NATIONAL association of manufacturers of the United States**

Annual convention, New York. Manuf Rec 94:69-70 N 1 '28

Annual convention, 34th, New York. Manuf Rec 96:51-2 O 24 '29

Labor policies of the National association of manufacturers. A. G. Taylor. Ill U Studies in Social Sciences v 15, no 1:1-184 [bibliog. p. 172-82] '28

Transportation session, New York, Oct. 22-24. Ry Age 85:805-8 O 27 '28; Iron Age 122:1111-12 N 1 '28

**NATIONAL association of master plumbers**

Annual convention, 46th, Memphis, Tenn., June 19-22. Dom Eng 123:36-46+ Je 30; 124:32+ Jl 7 '28

Annual convention, 47th, Buffalo, June 25-27. Dom Eng 128:68-76+ Jl 13 '29

**NATIONAL association of motor bus operators**

N.A.M.B.O. takes over bus division work; bylaws. Bus Transportation 8:479-81 S '29: Abstract. Ry Age 87:796 sec 2 S 28 '29

**NATIONAL association of owners of railroad and public utility securities**

Security owners association enlarges activities. Ry Age 83:1114 D 3 '27; Elec Ry J 70:1210-11 D 31 '27

Utility security holders form protective association. M. W. Harrison. Elec W 90:1172-3 D 3 '27

**NATIONAL association of paint distributors**

Annual convention, 14th, New York, Feb. 20-22. Oil Paint & Drug Rep 113:25+ F 27 '28

Annual convention, 15th, Chicago, Feb. 18-20. Oil Paint & Drug Rep 115:21+ F 25 '29

**NATIONAL association of plumbing and heating salesmen**

Annual convention, 3d, Pittsburgh, May 31-June 2. Dom Eng 123:41+ Je 16 '28

Annual convention, 4th, Philadelphia, Pa., May 23-25. Dom Eng 127:99+ Je 15 '29

**NATIONAL association of power engineers (formerly National association of stationary engineers)**

Annual convention, 46th, Detroit, Michigan, Sept. 10-15. Power Pl Eng 32:1060-3 O 1 '28; Power 68:539-40 S 25 '28

Annual meeting, 47th, Chattanooga, Sept. 9-13. Power 70:502-3 S 24 '29; Power Pl Eng 33:1088-9 O 1 '29

Long established N.A.S.E. now known as National association of power engineers. Power 67:308 F 14 '28

**NATIONAL association of practical refrigerating engineers**

Annual convention, 18th, San Francisco, Nov. 29-Dec. 2. Refrig W 62:7-21+ D '27; Power 66:952-4 D 13 '27

Annual convention, 19th, Louisville, Ky., Nov. 20-23. Refrig W 63:40, 42 D '28; Power 68: 942-3 D 4 '28

Annual convention, 20th, Pittsburgh, Nov. 4-8. Power 70:773-4 N 12 '29

**NATIONAL association of purchasing agents**

Annual meeting, Buffalo. Iron Age 123:1649-51 Je 13 '29; Iron Tr R 84:1566 Je 6 '29

**NATIONAL association of railroad and utilities commissioners**

Annual convention, 40th, New Orleans, La., Nov. 13-16. Elec Ry J 72:924-9 N 24 '28; Ry Age 85:1011-15 N 24 '28

**NATIONAL association of railroad and utilities commissioners**—*Continued*
Annual meeting, 41st, Glacier national park, Montana, Aug. 27-30. Ry Age 87:600-5 S 7 '29; Elec W 94:483-4 S 7 '29; Bus Transportation 8:579-80 O '29

**NATIONAL association of railroad tie producers**
Annual convention, 10th, Hot Springs, Ark., April 24-26. Ry Age 84:1039-40 My 5 '28
Annual convention, 11th, Hot Springs, Ark., April 23-24. Ry Age 86:1051-4 My 4 '29

**NATIONAL association of real estate boards**
Convention, Louisville, Ky. Manuf Rec 93:61 Je 28 '28
First certificate of soundness of co-operative apartment project. Comm & Fin Chr 127:351 Jl 21 '28

**NATIONAL association of sheet metal contractors**
Annual meeting, 25th, Baltimore, Md., June 3-7. Sheet Metal Worker 20:377-80+ Je 14 '29
Joint convention with Ohio state association, Cleveland, May 21-25. Sheet Metal Worker 19:370-2+ Je 1 '28

**NATIONAL association of stationary engineers.** See National association of power engineers

**NATIONAL association of wool manufacturers**
Annual meeting, Boston, Feb. 8. Textile World 73:1070 F 11 '28
Annual meeting, Boston, April 12. Textile World 75:2577 Ap 20 '29

**NATIONAL association of woolen and worsted overseers**
Annual meeting, Boston, Nov. 19. Textile World 72:3109-10 N 26 '27
Annual convention, 45th, Boston, Nov. 17 Textile World 74:2863 N 24 '28
Semi-annual meeting, 45th, Rocky Point, R. I., May 19. Textile World 73:3265 My 26 '28
Semi-annual meeting, 46th, Portsmouth, R. I., May 18. Textile World 75:3315 My 25 '29

**NATIONAL association of worsted and woolen spinners**
Annual meeting, New York, May 9. Textile World 73:2975-7 My 12 '28
Merged with Wool institute, May, 1929

**NATIONAL automobile chamber of commerce**
N.A.C.C. appears unjustly accused of blocking bus regulation. D. Blanchard. Automotive Ind 59:225-7 Ag 18 '28
Preparing markets abroad for American motor-cars. A. Reeves. Mag of Business 55:147-8+ F '28

**NATIONAL aviation corporation**
Aero leaders form finance corporation. Automotive Ind 58:1027 Je 30 '28

**NATIONAL bank of commerce**
America's largest bank; merger with Guaranty trust company of New York. Comm & Fin 18:456 F 27 '29

**NATIONAL banks.** See Banks and banking, National

**NATIONAL battery manufacturers association**
Annual convention, Chicago, Feb. 23-24. Automotive Ind 58:386 Mr 3 '28
Broad code of ethics. Automotive Ind 60:699 My 4 '29
Fall meeting, Cleveland, Oct. 24-25. Automotive Ind 61:651-2 N 2 '29

**NATIONAL better business bureau, inc.**
Better business bureau defines flamboyant advertising. Ptr Ink 145:152+ N 22 '28
Better business bureau; its function in eliminating unfair practice. E. L. Greene. Textile World 73:1079+ F 11 '28
How Better business bureau will work with publishers. Ptr Ink 146:160-1 Mr 14 '29
National better business bureau forms Review committee. Ptr Ink 143:128+ My 10 '28
Now for an even better battle against unfair business. Ptr Ink 144:155-6+ S 27 '28
Super-advertising and the National better business bureau. E: L. Greene. Ptr Ink 142:89-90+ F 23 '28

**NATIONAL biscuit company**
Annual report, 31st, year ended Dec. 31, 1928. Comm & Fin Chr 128:552 Ja 26 '29
National Biscuit's distribution story. Ptr Ink 141:104+ D 22 '27

**NATIONAL board of boiler and pressure vessel inspectors**
Annual meeting, 6th, Erie, Pa. Power 67:1165 Je 26 '28
Annual meeting, 7th, Detroit, June 18-20. Power 70:30-1 Jl 2 '29

**NATIONAL board of fire underwriters**
Banner year in fire insurance; address of president. G: G. Bulkley. Spectator 122:15, 37-8 My 23 '29
Benefits of cooperation in fire insurance. A. R. Marsh. Annalist 31:990-1 Je 8 '28
James A. Beha criticizes Board classification. Spectator 120:15-17 Mr 15 '28
National board's experiment in public relations. Spectator 122:25 F 28 '29

**NATIONAL boiler and radiator manufacturers' association.** See Institute of boiler and radiator manufacturers

**NATIONAL brick manufacturers' association**
Annual meeting, 42d, Atlantic City, Feb. 5-7. Brick & Clay Rec 72:259 F 14 '28
Annual convention, 43d, Chicago. Brick & Clay Rec 74:263-4 F 12 '29

**NATIONAL broadcasting company**
Broadcast advertising is sold at a loss. Ptr Ink 142:140+ F 16 '28
Engineering problems of radio broadcasting studio design. il plans Am Arch 135:195-203 F 5 '29
Music library of the National broadcasting company. W. Perceval-Monger. Special Lib 20:109-11 Ap '29
National broadcasting building, New York city. Arch & Bldg 60:106-7, pl 75-8 Ap '28
National broadcasting studios, New York. R Hood. front il plans Arch Rec 64:1-6, 25-37 Jl '28

**NATIONAL building publications, inc.**
National trade journals, inc., acquires the Heating and ventilating magazine and other trade journals in the building industry. Heat & Ven 25:90 D '28

**NATIONAL bureau of casualty and surety underwriters**
National bureau adopts arbitration agreement. Spectator 122:31 My 23 '29

**NATIONAL bureau of economic research**
National bureau of economic research and its work. Int Labour R 16:835-40 D '27

**NATIONAL cash register company**
Annual report, year ended Dec. 31, 1927. Comm & Fin Chr 126:1652-3 Mr 17 '28
Cash register celebrates fifty years of checking sales. Sales Management 17:340+ F 9 '29
Listing. Comm & Fin Chr 127:3715 D 29 '28
National Cash men manage their own mail advertising campaigns. A. B. Gary. il Sales Management 19:431-2 S 7 '29
National cash register company celebrates half century perfecting register and accounting machines. il Trust Companies 49:585-6 O '29
Simple control of 52,000 parts. B. Finney. il Iron Age 122:1419-24 D 6 '28
Small parts handling. W: Hartman. il fold plan Factory & Ind Management 76:245-9 Ag '28
To acquire Ellis adding-typewriter co. Comm & Fin Chr 127:2834 N 17 '28
Uses and limitations of group incentives. R. F. Whisler. il Factory & Ind Management 78:43-6 Jl '29

**NATIONAL chain stores association**
Chain stores organize for strong defensive fight. Ptr Ink 145:144-5+ O 18 '28
Chains will now court public opinion in earnest. Ptr Ink 149:33-4+ O 3 '29

**NATIONAL characteristics, American**
Sheep—or eagles? C: W. Stokes. Adv & Sell 10:32+ D 14 '27

**NATIONAL city bank of New York**

Annual report to the stockholders. C: E. Mitchell. Comm & Fin Chr 126:154-5 Ja 14 '28

Big banks and small personal loans. J: W. Harrington. Bankers M 116:895-902 Je '28

Consolidation of the National city bank of New York and the Corn exchange bank trust co. Comm & Fin Chr 129:1835-6 S 21 '29; Bankers M 119:626-7 O '29; Nat City Bank p 151 O '29; Trust Companies 49:385-6 S '29; Failure of plan. Comm & Fin Chr 129: 2959 N 9 '29

National city bank and Farmers' loan and trust affiliation. Nat City Bank p 62-3 Ap '29; Comm & Fin 18:789 Ap 10 '29; Bradstreet's 57:231 Ap 6 '29; Comm & Fin Chr 128:2213-15 Ap 6 '29; Trust Companies 48: 639-40 Ap '29; Bankers M 118:779+ My '29

National city bank broadens its field. Comm & Fin 17:690 Mr 28 '28; Bankers M 116:587-9 Ap '28

National city bank of New York. M. Price. il Arch Rec 63:406-8, 413-27 My '28

National City plans to increase capital stock. Bankers M 118:51+ Ja '29

Review of the bank's operations during the year. C: E. Mitchell. Comm & Fin Chr 128: 195 Ja 12 '29

**NATIONAL civil service reform league**

National civil service reform league. F. M. Stewart. 304p [bibliog. p. 278-93] Univ. of Texas, Austin '29

**NATIONAL coal association**

Annual meeting, 11th, Cleveland, Nov. 14-16. Coal Age 33:732-4, 749-50 D '28

Annual meeting, 12th, Cincinnati, Oct. 23-25. Coal Age 34:666-8, 677-80, 685 N '29

Work of the National coal association. C. B. Huntress. Min Cong J 14:891-2+ D '28

**NATIONAL commission on law observance and enforcement**

Initial meeting of national law enforcement commission. Comm & Fin Chr 128:3621-2 Je 1 '29

President Hoover names National law enforcement commission. Comm & Fin Chr 128:3446 My 25 '29

**NATIONAL concrete products association**

Concrete products association plans extended activities. Concrete 34:57-8 Mr '29

Convention, Philadelphia, Feb. 27-28. Concrete 32:23-5 Ap '28

Products association accomplishments. Concrete 33:39-40 O; 26+ N '28

Work of the Concrete products association. A. Crabbs. Concrete 32:15 F '28

**NATIONAL conference on city planning**

Annual meeting, 20th, Fort Worth and Dallas, Texas, May 7-10. Eng N 100:793 My 17 '28

**NATIONAL conference on mutual benefit associations**

Organization and purpose. Monthly Labor R 27:1178-9 D '28

**NATIONAL convention of insurance commissioners**

Annual meeting, 60th, Toronto, Can. Spectator 123:3+ S 19; 28, 33+ S 26 '29

Year in the annals of the insurance commissioners. C: R. Detrick. Spectator 121:32+ sec 2 D 13 '28

**NATIONAL co-operative council**

Organization at Baton Rouge, La., of National cooperative council to harmonize interests of agricultural co-operatives. Comm & Fin Chr 129:897-8 Ag 10 '29; Comm & Fin 18: 1692-3 Ag 7 '29

**NATIONAL costume art association**

Renaissance of home sewing as an art of importance to textile trade. H. M. Greist. Textile World 73:692 F 4 '28

**NATIONAL cotton exchange, incorporated**

National cotton exchange chartered by L. N. Osmond. Comm & Fin Chr 127:475 Jl 28 '28

Plan exchange for cotton products. Textile World 74:1447 S 22 '28

**NATIONAL cottonseed products association**

Amalgamation of the Interstate cotton seed crushers' association and the Texas cotton seed crushers' association. Oil Paint & Drug Rep 116:21 Jl 15 '29

Reorganization of cotton seed industry. L. Johnson. Manuf Rec 96:85 Ag 29 '29

**NATIONAL council of ceramic industries (proposed)**

Ceramic men renew promise of support to National ceramic council. Brick & Clay Rec 71:874 D 6 '27

Outline articles of organization for Nat'l ceramic council. Brick & Clay Rec 72:40 Ja 3 '28

**NATIONAL dairy products corporation**

Deb. 5 ¼'s,'48. Mag of Wall St 44:302-3+ Je 15 '29

Debentures offered. Comm & Fin Chr 126: 729; 128:1921 F 4 '28, Mr 23 '29

General ice cream corp. control sought by National dairy products corp. Comm & Fin Chr 127:3098-9 D 1 '28

High yield stocks with profit possibilities. Mag of Wall St 44:1101-2 O 19 '29

Opportunities in stocks favored by seasonal influences. Mag of Wall St 43:1117-18 Ap 20 '29

**NATIONAL district heating association**

Annual convention, New York, June 12-15. Am Soc Heat & V E J 34:576-7 Jl '28; Heat & Ven 25:93-9 Jl '28

Annual convention, Detroit, June 11-13. Power 69:1062-3 Je 25 '29; Heat & Ven 26:91-9 Jl '29

**NATIONAL drainage congress**

Annual session, 18th, Memphis, Tenn., Feb. 19-21. Eng N 102:362 F 28 '29; Manuf Rec 95:89-90 Mr 7 '29

Name changed to National drainage, conservation and flood control congress

**NATIONAL drug trade conference**

Annual meeting, Washington, D.C., Dec. 12. Oil Paint & Drug Rep 114:16 D 17 '28

**NATIONAL editorial association**

Annual convention, 44th, Cheyenne, July 20-24. Inland Ptr 83:68-73 S '29

N. E. A. convention notable for progress achieved on vital problems. Inland Ptr 81: 91-4 Jl '28

N. E. A. needs this name and this aggressive program. Inland Ptr 83:70-1 Jl '29

**NATIONAL electric light association**

Annual convention, 51st, Atlantic City, June 4-8. N E L A Bul 15:329-62 Je '28; Elec W 91:1185-95 Je 9 '28; Power 67:1077-8 Je 12 '28; Power Pl Eng 32:746-8 Jl 1 '28

Clearing house of the electrical industry. F. T. Griffith. N E L A Bul 15:463-9 Ag '28

Convention and exhibition, 52d, Atlantic City, June 3-7. N E L A Bul 16:261-7, 325-58+ My-Je '29; Elec W 93:1139-1206 Je 8 '29; Power Pl Eng 33:768-72 Jl 1 '29

Early days of N.E.L.A. E. A. Sperry. Elec W 93:1204 Je 8 '29

National electric light assn.; what it is—what it does. Pub Serv Management 44:189-201 Je '28

Objectives and accomplishments. P. S. Clapp. Elec J 26:237-9 Je '29

President's address. P. S. Arkwright. N E L A Bul 16:333-5+ Je '29; Same cond. Elec W 93:1149-50 Je 8 '29

Purpose and functions of the National electric light association; abstracts. H. T. Sands. N E L A Bul 15:201-4+ Ap '28; Pub Serv Management 44:133-4, 205-6 My-Je '28

**Commercial section**

Meeting, Chicago, Jan. 18-20. N E L A Bul 15:111-18 F '28

**Engineering staff**

Purposes and accomplishments of the engineering staff, N.E.L.A. H. S. Bennion. N E L A Bul 15:409-13 Jl '28; Same cond. Elec W 91:1255-7 Je 9 '28

**Northwest division**

Annual convention, 22d, Seattle, June 26-28. Elec West 63:55-65 Ag '29

**NATIONAL electric light association—Northwest division**—*Continued*

Committee reports. Elec West 60:554-90 My 15 '28

Committee reports. Elec West 62:507-66 My 15 '29

**Pacific coast division**

Annual convention, 12th, Pasadena, June 12-15. Elec West 61:3-27 Jl '28

Annual convention, 13th, Del Monte, Calif., June 19-22. Elec West 63:1-17 Jl '29

Committee reports. Elec West 60:314-552 My 15 '28

Committee reports. Elec West 62:317-506 My 15 '29

Engineering section meeting, San Francisco, Jan. 11-13. Elec West 60:112-13 F '28

Engineering section meeting, Los Angeles, Jan. 16-18. Elec West 62:116-17 F '29

**Rocky Mountain division**

Annual convention, Colorado Springs, Oct. 17-20. Elec West 59:292-4 N '27

**Women's committees**

Telling the story of electric service to women by women. R. E. Creveling. Elec West 60:139-40 Mr '28

Utility women help; abstract. S. Malicki. Elec W 91:1223-4 Je 9 '28

Women's committee work. I. Davies. Am Gas Assn Pro 1928:165-6

**NATIONAL electric power company**

Debentures offered. Comm & Fin Chr 126:252-3 Ja 14 '28

**NATIONAL electrical safety code**

Discussion of the National electrical safety code (to accompany the fourth edition of the code). U S Bur Stand Handbook Ser 4:1-334 '28

National electrical safety code. 4th ed. U S Bur Stand Handbook Ser 3:1-525 '27

**NATIONAL electrical wholesalers' association** (formerly Electrical supply jobbers' association)

Supply jobbers change their name at 20th annual convention. Elec W 91:1260 Je 9 '28

**NATIONAL exposition of power and mechanical engineering**

Annual power show, 6th, New York, Dec. 5-10. il Power 66:849-57, 934-43 N 29, D 13 '27; Manuf Rec 92:71-3 D 15 '27; Mech Eng 49:3-124 sec 2 D '27; Paper Tr J 85:25-8 D 8; 30 D 15 '27; Power Pl Eng 31:1212-30, 1276-92; 32:84-98 N 15-D 1 '27, Ja 1 '28; Textile World 72:3401-2 D 10 '27

Power show, New York, Dec. 3-8. il Power Pl Eng 32:1210-34; 33:79-88 N 15 '28, Ja 1 '29; Dom Eng 125:72-3+ D 22 '28; Paper Tr J 87:31-3+ D 6 '28

**NATIONAL fertilizer association**

Activities of the National fertilizer association. W. A. Shelton. Am Statis Assn J 24: sup125-9 Mr '29

Annual convention, 4th, Old Point Comfort, Virginia. Chemicals 29:8-9 Je 25 '28; Chem & Met Eng 35:377 Je '28; Oil Paint & Drug Rep 113:25+ Je 18 '28

Annual convention, 5th, New London, Conn., June 10-13. Oil Paint & Drug Rep 115:21+ Je 17 '29

Annual southern convention, Atlanta, Nov. 8-9. Oil Paint & Drug Rep 112:21+ N 14 '27

Annual southern convention, Atlanta, Nov. 13-14. Oil Paint & Drug Rep 114:17+ N 19 '28

**NATIONAL fire protection association**

Annual meeting, 32d, Atlantic City, May 7-10. Eng N 100:790-1 My 17 '28; Safety Eng 55:145-6, 223-6 Ap, Je '28

Annual meeting, 33d, Memphis, Tenn., May 13-16. Safety Eng 57:272+ Je '29

Field engineering service of the National fire protection association. F. H. Wentworth. N E Water Works Assn J 41:428-36; Discussion. 436-8 D '27

**NATIONAL fire waste council**

Fire waste council; semi-annual meeting, March 29. Spectator 120:3+ Ap 5 '28

Semi-annual meeting, 11th, Washington, D.C., Sept. 28. Spectator 121:16 O 4 '28

**NATIONAL foreign trade convention**

Annual convention, 15th, Houston, April 25-27. Bradstreet's 56:281 Ap 28 '28; Manuf Rec 93:65 Ap 26; 85-6 My 3 '28; Bankers M 116: 715-21 My '28; Iron Tr R 82:1128-9 My 3 '28

**NATIONAL founders' association**

Annual convention, 31st, New York, Nov. 16-17. Iron Age 120:1442-4 N 24 '27; Iron Tr R 81:1331-2 N 24 '27; Am Mach 67:834a N 24 '27; Brass W 23:416-17 D '27; Foundry 55: 939-40 D 1 '27

Annual convention, 32d, New York, Nov. 21-22. Iron Age 122:1363-5 N 29 '28; Iron Tr R 83:1381-2 N 29 '28; Foundry 56:986, 1019-21 D 1-15 '28

**NATIONAL gas and electric corporation**

Bonds and notes offered. Comm & Fin Chr 126:867-8 F 11 '28

**NATIONAL gas council of Great Britain and Ireland**

Address. E. J. Fottrell. Gas J (Lond) 187:411-13 Ag 21 '29

Annual meeting, 11th. Gas J (Lond) 186:461-5 My 22 '29

Work of the council. E. J. Fottrell. Gas J (Lond) 183:406-7 Ag 22 '28

**NATIONAL glider association**

Annual conference, 2d, Cleveland, Aug. 27. Aviation 27:603-5 S 21 '29

Annual meeting, 1st, Detroit, Feb. 6. Aviation 26:482 F 16 '29

**NATIONAL grange**

Attitude of the National grange toward the tariff. L. J. Taber. Ann Am Acad 142:329-33 Mr '29

**NATIONAL grocery company**

Detroit wholesaler sponsors new grocery chain. D. G. Baird. il Sales Management 14: 855+ My 26 '28

**NATIONAL hardware association of the United States**

Annual convention, 34th, Atlantic City, Oct. 15-18. Iron Tr R 83:1090+ O 25 '28

Annual convention, 35th, Atlantic City, Oct. 21-24. Iron Tr R 85:1104+ O 31 '29

Metal branch favors holding Trade practice conference at meeting, Atlantic City, Oct. 22. Sheet Metal Worker 20:712+ N 1 '29

Metal branch, 17th annual meeting, Boston, May 3-4. Iron Tr R 82:1253-4 My 10 '28; Iron Age 121:1323-4 My 10 '28; Sheet Metal Worker 19:336+ My 18 '28

Metal branch, 18th annual meeting, Detroit. May 16-17. Iron Tr R 84:1395 My 23 '29; Iron Age 123:1422-4 My 23 '29; Sheet Metal Worker 20:352-3 My 31 '29

**NATIONAL industrial advertisers' association**

Annual conference, 8th, Cincinnati. Sales Management 20:15+ O 5 '29; Ptr Ink 149: 85-6+ O 10 '29

Industrial advertisers—fact-finding crusaders. H. M. Hitchcock. Ptr Ink 143:73-4+ Je 21 '28

**NATIONAL industrial conference board**

Annual meeting, 12th, New York, May 17. Eng N 100:826-7 My 24 '28; Comm & Fin 17:1146 My 23 '28; Iron Age 121:1489 My 24 '28; Iron Tr R 82:1393 My 24 '28

Annual meeting, 13th, New York, May 16. Iron Age 123:1429-30 My 23 '29

**NATIONAL industrial traffic league**

Annual meeting, 21st, Chicago, Nov. 16-17. Ry Age 83:1123-7 D 3 '27

Annual meeting, New York city, Nov. 22-23. Ry Age 85:1103-5 D 1 '28

**NATIONAL institute of dyeing and cleaning**

Opening in Washington, January, 1928. Ptr Ink 142:152 Ja 26 '28

**NATIONAL knitted outerwear association**

Annual convention, Cleveland, June 28-29. Textile World 74:41-3 Jl 7 '28

Annual convention, 11th, Niagara Falls, N. Y., June 27-28. Textile World 76:61-4 Jl 6 '29

**ATIONAL lead company**
- Annual report for 1927. Oil Paint & Drug Rep 113:25-6 Mr 5 '28; Eng & Min J 125:594 Ap 7 '28
- Earnings higher in 1928 than in 1927. Eng & Min J 127:500 Mr 23 '29

**ATIONAL liberty insurance company of America**
- Combination of interests of National liberty group and Home group of insurance co. Comm & Fin Chr 127:2540 N 3 '28; Same. Spectator 121:15+ N 8 '28

**ATIONAL lime association**
- Adopts new program. Concrete (mill sec) 33:106 Jl '28
- Reorganization. Oil Paint & Drug Rep 116: 50 Jl 8 '29

**ATIONAL livestock marketing association**
- Plans for a National livestock marketing association. Comm & Fin Chr 129:2793 N 2 '29

**ATIONAL lumber manufacturers' association**
- Annual meeting, Chicago. Eng N 100:796-7 My 17 '28
- Statistical work of the National lumber manufacturers association. W. J. Compton. Am Statis Assn J 24:sup121-4 Mr '29

**ATIONAL lumber mutual insurance company**
- Report on examination by the Illinois department of trade and commerce. Spectator 119:22-3 N 24 '27

**ATIONAL machine tool builders' association**
- Annual convention, 27th, Cresco, Pa., Oct. 23-26. Am Mach 69:714a+ N 1 '28; Iron Age 122:1095-8 N 1 '28; Iron Tr R 83:1123+ N 1 '28; Mach 35:219-20 N '28
- Annual meeting, 28th, Briarcliff Manor, N. Y., Oct. 21-23. Iron Age 124:1182-4 O 31 '29; Iron Tr R 85:1106-7+ O 31 '29; Am Mach 71: 762a-b O 31 '29; Mach 36:224 N '29
- Congress, 2d, Cleveland, Sept. 30-Oct. 4. Iron Tr R 85:908-10 O 10 '29; Automotive Ind 61:539-40, 551-4 O 12 '29
- Exposition, 2d, Cleveland, Sept. 30-Oct. 4. Am Mach 71:459-534 S 19 '29; Automotive Ind 61:400-14 S 21 '29; Iron Age 124:743-71, 807-16, 972-4 S 19, O 10 '29; Iron Tr R 85:712-24, 763, 911-20 S 19, O 10 '29; Mach 36:81-120L O '29; Mech Eng 51:869-70 N '29
- Spring convention, 26th, Chicago, May 22-23. Am Mach 68:910a-b My 31 '28; Iron Age 121:1533-4 My 31 '28; Iron Tr R 82:1416-17+ My 31 '28; Mach 34:782-4 Je '28
- Spring convention, 27th, Asheville, N.C., May 20-21. Iron Age 123:1492-4 My 30 '29; Iron Tr R 84:1467-70 My 30 '29; Am Mach 70: 880a-b My 30 '29; Mach 35:771-2 Je '29

**ATIONAL metal congress**
- Congress, Cleveland, Sept. 9-13. Iron Tr R 85:503-7 Ag 29 '29; Automotive Ind 61:397-9+ S 21 '29; Metal Ind 27:459-63 O '29

**ATIONAL metal exchange**
- Charter granted. Comm & Fin Chr 127:618 Ag 4 '28
- Expected to stimulate American trading in tin. Comm & Fin Chr 127:1743 S 29 '28
- First week's operations. Comm & Fin Chr 127:3326 D 15 '28
- National metal exchange. E. Vogelsang. Comm & Fin 18:1560 Jl 17 '29
- National metal exchange, New York, to open Dec. 3. Comm & Fin Chr 127:3026 D 1 '28; Eng & Min J 126:885 D 1 '28
- Opening, December 5. Comm & Fin Chr 127: 3175-6 D 8 '28
- Rules governing trading in copper futures on National metal exchange. E. Vogelsang. Comm & Fin Chr 128:2729 Ap 27 '29; Same abr. Iron Age 123:1158 Ap 25 '29
- Tin on the National metal exchange. J: P. Wilson. Iron Age 123:143-4 Ja 10 '29
- Trading in copper futures inaugurated on National metal exchange. Comm & Fin Chr 128:3276 My 18 '29

**ATIONAL metal exposition**
- Metal exposition, Philadelphia, Oct. 8-12. Automotive Ind 59:544-7 O 20 '28; Iron Age 122: 741-60 S 27 '28; Iron Tr R 83:757-65, 903-10+ S 27, O 11 '28; Am Mach 69:539-48 O 4 '28; Mech Eng 50:880 N '28
- Metal exposition, Cleveland, Sept. 9-13. Iron Age 124:529-43, 735-7 Ag 29, S 19 '29; Iron Tr R 85:508-14, 575-6, 653-6+ Ag 29, S 12 '29; Am Mach 71:394-402 S 5 '29
- New automotive products at the National metal show. H. Chase. diags Am Mach 71: 593-4 O 3 '29
- Progress in materials at the metals exposition. G: S. Brady. Am Mach 71:551-3 S 26 '29

**NATIONAL metal trades association**
- Annual convention, 30th, New York, April 25-26. Am Mach 68:754a-b My 3 '28; Mach 34:708 My '28; Iron Tr R 82:1177-8+ My 3 '28; Iron Age 121:1245-7+ My 3 '28
- Annual convention, 31st, Chicago, April 24-25. Iron Age 123:1223-4 My 2 '29; Iron Tr R 84: 1223-4 My 2 '29
- Need for skilled workmen in industry; program of apprentice training. H: C. Smith. Mach 36:121-3 O '29

**NATIONAL museum.** See United States—National museum

**NATIONAL oil scouts association of America**
- Convention, Amarillo, Tex., May 21-22. Nat Pet N 20:24-5 My 30 '28
- Way paved for merger into National association at 6th annual convention, Fort Worth, May 21. Nat Pet N 21:32B-D My 29 '29

**NATIONAL old trails road**
- Trails of the yesterdays; marking the old trails with the statue of the Madonna of the trail. il Good Roads 71:655+ D '28

**NATIONAL paint, oil and varnish association**
- Annual convention, 41st, Detroit, Oct. 17-19. Oil Paint & Drug Rep 114:17+ O 22 '28
- Annual convention, 42d, Washington, D. C., Oct. 16-17. Oil Paint & Drug Rep 116:21-2 O 21; 7+ O 30 '29
- Annual western zone convention, 7th, Del Monte, June 20-22. Oil Paint & Drug Rep 113:25-6 Je 25 '28
- Annual western zone convention, 8th, Salt Lake City, June 18-21. Oil Paint & Drug Rep 115:21+ Je 24 '29
- Southern zone conference, Savannah, March 27-28. Oil Paint & Drug Rep 113:25+ Ap 2 '28
- Southern zone conference, Birmingham, Mar. 25-26. Oil Paint & Drug Rep 115:21+ Ap 1 '29

**NATIONAL paper box manufacturers' association**
- Annual convention, 10th, New York, May 23-25. Paper Tr J 86:26-7 My 31 '28

**NATIONAL paper trade association**
- Annual convention, 25th, New York. Paper Tr J 86:261-83 F 23 '28
- Annual convention, 26th, New York city, Feb. 19-20. Paper Tr J 88:281+ F 21 '29
- Fall meeting, Chicago, Oct. 1-3. Paper Tr J 87:31+ O 11 '28

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- Highways in national parks. Can Eng 57:250 Jl 23 '29
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**NATIONAL paving brick manufacturers' association**
- Annual meeting, 22d, Chicago, January 25-26. Brick & Clay Rec 72:182-7 Ja 31 '28
- Annual meeting, 23d, Washington, Feb. 13-15. Brick & Clay Rec 74:320-2 F 26 '29; Manuf Rec 95:61 F 21 '29

**NATIONAL petroleum association**
- Annual meeting, 26th, Atlantic City, Sept. 19-21. Nat Pet N 20:19-21, 78 S 26 '28; Oil Paint & Drug Rep 114:17, 41-3, 53-4+ S 24 '28
- Annual meeting, 27th, Atlantic City, Sept. 18-20. Oil Paint & Drug Rep 116:21+ S 23 '29; Oil & Gas J 28:42+ S 26 '29

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**NATIONAL pilots association**

Air mail pilots of America now the National pilots association. Aviation 24:34 Ja 2 '28

**NATIONAL pipe and supplies association**

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Annual convention, 20th, Pittsburgh, Pa., May 13-15. Dom Eng 127:81+ Je 1 '29

Pipe and supplies association gains strength. W. C. Hanson. Dom Eng 125:81-2 D 29 '28

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Organization, New York, Sept. 23. Heat & Ven 26:100 N '29

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First week's operation. Comm & Fin Chr 127:1589 S 22 '28; Textile World 74:1438 S 22 '28

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National raw silk exchange. D. Walker. Comm & Fin 18:1560 Jl 17 '29

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Volume of trading. Comm & Fin Chr 127:3173 D 8 '28

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Form Domestic refrigerator bureau. Refrig W 63:17-18 Mr '28

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Annual meeting, 8th, Washington. Eng N 101:916-18 D 20 '28

**NATIONAL research council of Canada, Ottawa**

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Annual convention, 12th, Chicago, May 27-29. Coal Age 34:393-4 Je '29

**NATIONAL retail dry goods association**

Adapting retailing to changing conditions. G. Selfridge, jr. and others. Comm & Fin 17:375-6 F 15 '28

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Annual convention, 18th, New York. Comm & Fin 18:361-2 F 13 '29; Sales Management 17:342+ F 9 '29

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Annual meeting, 23d, Washington. Manuf Rec 92:65-7 D 15 '27

**NATIONAL rubber machinery company, Akron, Ohio**

Bonds sold. Comm & Fin Chr 127:117-18 Jl 7 '28

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**NATIONAL safety council**

Accident prevention equipment manufacturers' section organized. Nat Safety N 19:42 F '29; Safety Eng 57:80+ F '29

Annual report of the treasurer and managing director. Nat Safety N 18:28-32 S '28

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Helping industry in health work. C. O. Sappington. Nat Safety N 20:64 S '29
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What you should know about the National safety council. W. H. Cameron. Safety Eng 57:211+ My '29
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Answering and analyzing special requests for information. M. B. Day. Special Lib 20:112-14 Ap '29

**NATIONAL smelting company**
Annual general meeting, 11th. Economist 109:239 Ag 3 '29

**NATIONAL standowners' association**
Roadside merchants organize to study mutual problems. W. Fawcett. il Sales Management 15:480+ S 1 '28

**NATIONAL supply and machinery distributors' association**
Annual triple convention, Atlantic City, May 7-9. Iron Tr R 84:1326-7+ My 16 '29; Iron Age 123:1356-61 My 16 '29; Mach 35:776 Je '29
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**NATIONAL supply company**
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**NATIONAL trade journals, incorporated**
Notes offered. Comm & Fin Chr 127:2970 N 24 '28

**NATIONAL warm air heating association**
Annual convention, 16th, Indianapolis, Ind., April 9-11. Heat & Ven 26:77-8 My '29; Sheet Metal Worker 20:245-6+ Ap 19 '29
Mid-year meeting, Urbana, Nov. 30-Dec 1. Sheet Metal Worker 18:852-3 D 16 '27
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Annual meeting, 54th, Atlantic City, Oct. 1-4. Oil Paint & Drug Rep 114:17+ O 8 '28
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New Year message to members. S. Cutler. Oil Paint & Drug Rep 113:23 Ja 9 '28

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**NATURAL gasoline.** See Gasoline, Natural gas

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*See also* Pipe flanges

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**PIPES, Brass**

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**PISTON rings**

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Office staff rounds up half a million in orders; Shell oil company of California. M. E. Bridston. il Sales Management 19:235+ Ag 10 '29
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Our factory has only one customer—the sales department; White sewing machine company, Cleveland. A. S. Rodgers. Factory & Ind Management 77:242-4 F '29

Put everybody in the organization on the sales staff. H. T. Potter. Ptr Ink 142:10+ Mr 22 '28

Sales asset; credit department. J: H. Wiles. Credit M 31:5-6 Ag '29

What makes a successful selling organization? N. L. Stevens. il Ptr Ink 145:33-4+ D 13 '28

Will mergers reduce the size of sales organizations? E. Whitmore. Sales Management 14:915-16+ Je 2 '28

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Don't let salesmen know too much about their prospects. C. C. Casey. Ptr Ink 143: 104+ My 24 '28

Records that spot the man who is about to hit a slump. E. A. Terhune. il Sales Management 20:167-8+ O 26 '29

Three cards guide all our saleswork. A. D. MacFarland. System 3:31+ Jl '29

Time control system for printing salesmen. R: C. Sheridan. Ptd Salesmanship 54:146+ O '29

*See also* Sales records

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Attempt at market analysis. E. E. Lincoln. Management R 17:363-71 N '28
Budgeting sales and sales expenditures. J. J. Berliner. Iron Tr R 83:508-10 Ag 30 '28
Building the budget to curb rising sales costs. D. M. Hubbard. Ptr Ink 141:162+ N 17 '27
Have we underestimated America's new buying power? H: J. Wright. Sales Management 16:283-4+ N 3 '28
How the Simonds saw and steel company forecasts its sales. A. T. Simonds. Annalist 32:692-3 N 2 '28
Know your markets; interview with H. S. Person. Iron Age 123:61-2 Ja 3 '29
Sales forecast. F. W. Shibley. Ptr Ink 145:172+ N 1 '28
Scientific sales planning on a territorial and seasonal basis. R. B. Prescott. Sales Management 18:633-4+; 19:385-6+ Je 29, Ag 31 '29
Significance of replacement demand in forecasting sales of automobiles. R. C. Epstein. Annalist 33:975 My 31 '29
*See also* Production and sales, Coordination of

**SALES letters**
Acknowledging the corn—and making grist of it; how a confession of error can lead right into a sales talk. C: Noble. Ptr Ink 142:19-20 Mr 15 '28
Ancient lore registers hit in steel market; P. F. McDonald & company. E: Pousland. il Ptd Salesmanship 54:62+ S '29
Back page of a four-page letter. L. Leavitt. il Ptd Salesmanship 52:116-18 O '28
Back slapping by mail. A. Bradbury. Ptr Ink 141:131-3 D 22 '27
Blown-up sales letters. il Ptd Salesmanship 51:323-6 Je '28
Circulation letters have a double-bareled job. G: Fellows. il Ptd Salesmanship 52:463-4 Ja '29
Dennison mail aid service for its salesmen. E: M. Woolley. Ptd Salesmanship 52:264-6+ N '28
Do your salesmen fumble sales letter opportunities? L. C. Lockley. Sales Management 16:233+ O 27 '28
Egregious ignorance scores a K.O. over toilsomely acquired knowledge. G: Biggs. Ptr Ink 148:25-6+ S 12 '29
Even good letters need to be staged. N. Williams. il Ptd Salesmanship 50:361-2 D '27
Facsimile longhand messages. il Ptd Salesmanship 51:137-40 Ap '28
Filled-in letter or headline? it all depends. H. L. Bird. il Ptd Salesmanship 54:56+ S '29
Find a "peg" for the sales letter. C. McPherson. il Ptd Salesmanship 51:315-17 Je '28
First four lines of the letter. C. McPherson. il Ptd Salesmanship 51:238+ My '28
Heart-to-heart letter that asked for inside stuff—and got it. B. Crowell. Sales Management 14:757+ My 12 '28
How a credit department sold $100,000 in six weeks; Saks-Fifth avenue revives its inactive accounts. G. L. Davis. Ptr Ink 146:119-20+ Ja 17 '29
How Lincoln sold his ideas; use of questions. C. McPherson. por Ptd Salesmanship 52:507-9 F '29
How to anticipate the prospect's objections in the sales letter. E. P. Corbett. Ptr Ink 145:167-8+ N 22 '28
How to lasso a cagy prospect in the opening paragraph. M. Droke. il Sales Management 17:608-10+ Mr 16 '29
How Uncle Sam writes letters to farmers. R. Forde. Ptr Ink 148:99-100+ Jl 18 '29
How we write result-getting sales letters. H. G. Young. Ptr Ink M 16:58+ Je '28
Humanize your dealer letters. J. C. Keran. Ptr Ink 144:101-3 Ag 16 '28
Just some real good letters; from a Des Moines laundry. M. Droke. Ptr Ink 148:88-9+ Jl 11 '29
Let us continue with "yours of the umph inst. received"; how we merchandise 24-sheet posters to our dealers. M. B. Cutler. Adv & Sell 10:26+ D 14 '27
Letter that pulled 94 per cent returns. M. N. Goodnow. il Ptd Salesmanship 52:446+ Ja '29
Letters of last resort. C. McPherson. Ptd Salesmanship 51:413-15+ Jl '28
Letters set in type, yet having a decidedly personal touch. F: Black. il Ptd Salesmanship 50:440-1 Ja '28
Letters that keep fickle customers on the books. C. McPherson. Ptd Salesmanship 50:519-23 F '28
Letters that make regular buyers of new customers; Gilman fanfold corporation. G. E. Russell. il Sales Management 14:1099-1100+ Je 23 '28
Letters that sell rigs to honest-to-goodness cowboys. L. H. Hamley. Ptr Ink 148:41-2+ Ag 1 '29
Letters that shake hands with customers. R. Raymond. il Sales Management 15:411+ Ag 25 '28
Letters that warm up the cold prospect. L. C. Lockley. Sales Management 15:694-6+ S 29 '28
Letters to head off competition between salesmen's calls. L. C. Lockley. Sales Management 16:85-6+ O 13 '28
Little letters to emphasize big points. C. McPherson. il Ptd Salesmanship 53:27-9 Mr '29
Little things that make real letters. S. R. Hall. Sales Management 14:675+ Ap 28 '28
Making the most of the mail. A. H. Deute. Ptr Ink M 16:78, 81 Mr '28
Man overbored! I. A. Ryttenberg. Ptr Ink 141:185+ N 17 '27
Mental gymnastics. Ptr Ink M 16:81 My '28
New ways to make sales letters pay. E: H. Schulze. Sales Management 16:155-6+, 291-2, 429-30+, 677-8, 784-5 O 20-N 17, D 15, 29 '28
Opinion approach in sales letters. E: H. Schulze. Adv & Sell 10:27+ N 16 '27
Page one of the four-page letter. H. McJohnston. il Ptd Salesmanship 53:225-7 My '29
The picture letter? it depends. R. G. Gardner. il Inland Ptr 81:81-2 Je '28
Picture letters tell the story. S. R. Hall. il Ptd Salesmanship 51:474-5 Ag '28
Printer's own sales letter. L. M. Cole. il Ptd Salesmanship 51:158+ Ap '28
Put yourself into the envelope before you seal the flap. E. P. Corbett. Adv & Sell 13:96 O 16 '29
Putting smiles into letters. H. McJohnston. Ptr Ink 143:100+ Ap 12 '28
Retailer's clever letter brings a 65 per cent response. Ptr Ink 146:73-4 F 21 '29
Robey of Lincoln decides to send out a letter. C. McPherson. il Ptd Salesmanship 53:414-16 Jl '29
Salesman as a letter writer. W. Kean. Ptr Ink 144:17-20 Jl 19 '28
Selling block foundations by mail; Van Houten bros. il Concrete 35:17-18 O '29
Selling for export by letter. B. O. Hough. Adv & Sell 10:27+ D 14 '27
Shirt sleeve sincerity vs. frock coat formality in sales letters. G. U. Silzer. Sales Management 14:461-2+ Mr 17 '28
Should a form letter look like a form letter? Ptr Ink M 16:145 F '28
Small lists pay out best for "the Iron Age." A. H. Dix. Ptd Salesmanship 51:500+ Ag '28
Some experiments in making letters pull. C. McPherson. il Ptd Salesmanship 53:117-19 Ap '29
Spare the introduction—get down to cases. C. McPherson. il Ptd Salesmanship 52:411-13 Ja '29
Stutz roll of honor letter. N. Williams. Ptd Salesmanship 50:231-3 N '27
Ten questions for the man who writes sales letters. E: H. Schulze. Adv & Sell 12:40+ Mr 6 '29
They don't want a magazine; they want ideas that pay. E. C. Prouty. Ptd Salesmanship 51:117-18 Ap '28
This modest campaign increased sales 900 per cent in a year; Windshield glass manufacturing company of Dallas. R. McDaniel. il Sales Management 20:22+ O 5 '29

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Three-legged stool of letter-writing; curiosity, interest, appreciation. P. Wilson. Mag of Business 53:180+ F '28

Three per cent more returns when we added a postscript. C: A. Emley. Sales Management 18:296 My 11 '29

Triple duty for the sales acknowledgment letter. C: A. Emley. Ptr Ink 142:134-6 Mr 22 '28

Two million letters a year—two millions in sales; Coe laboratories, Chicago. L. G. Peede. il Ptd Salesmanship 53:30-2 Mr '29

When the buyer hesitates at the dotted line. M. Droke. Sales Management 18:184-6 Ap 27 '29

When we stopped filling-in our letters and used strategic enclosures with colorful letterheads instead. D. P. Bowen. Ptd Salesmanship 54:137-9 O '29

When your letters stop pulling try a change of pace. R. E. Smallwood. il Ptd Salesmanship 51:211-12+ My '28

Why More's concentrate on gilt-edged prospects; seventy-year old haberdashery firm sends direct mail only to individuals rated at $25,000 or more. R. K. Doran. Ptd Salesmanship 52:38-9 S '28

Why we urge our agents to use letters in selling insurance. F. G. East. Ptd Salesmanship 52:241-2+ N '28

*See also* Advertising, Mail; Christmas letters; Follow-up systems; Postscripts

### Coupons

Fifty-fifty letters. il Ptd Salesmanship 51:47-9 Mr '28

### Repetition

When we get a good letter we use it six times; Barrett-Cravens company. E. J. Heimer. il Ptd Salesmanship 53:424-5+ Jl '29

**ALES machines.** See Vending machines

**ALES management**

Are your salesmen acting in restraint of trade? W. F. Wyman. Ptr Ink M 18:29-30+ Mr '29

Back in 1896 Ben Affleck got a job selling cement—and he is still selling it. F. Crissey. Sales Management 14:579-80+ Ap 14 '28

Bausch & Lomb apply the four W's to sales. B: J. Ramaker and G. R. Salisbury. Sales Management 16:230-1+ O 27 '28

Before you tie a can to that misfit salesman. N. M. Graves. Ptr Ink 141:65-6+ D 1 '27

Benito Mussolini, master sales manager. R. R. Updegraff. Mag of Business 55:711 Je '29

Big sales ideas in a little town; McCollister brothers, inc., of Lake Charles, Louisiana. R. McDaniel. il Sales Management 17:615+ Mr 16 '29

Bonus plan; paying car owners for the names of new prospects. R. R. Howard. Sales Management 16:226-8+ O 27 '28

Bring your outside men in—send your inside men out. A. H. Deute. Ptr Ink 147:140-1+ My 16 '29

Business is a crusade; Club aluminum company. W: A. Burnette. Mag of Business 54:670-1+ D '28

Can business benefit from principles of war? R. E. Kinkead. Iron Tr R 82:506-9, 628-9+ F 23, Mr 8 '28

Can salesmen be given inside jobs when business is dull? H. McJohnston. il Adv & Sell 10:38+ F 8 '28

Centralizing sales control to build man-power; a circular merger incorporates a sales company to market all its products. A. H. Little. Ptr Ink 148:69-70+ S 12 '29

Covering the sick salesman's territory. Ptr Ink 143:137 Je 7 '28

Curing salesmen of staleitus. T: J. Grace. Ptr Ink 143:54+ My 17 '28

Delco-light builds sales quotas on work quotas. D. G. Baird. Sales Management 16:718-19+ D 22 '28

Delco-light salesmen fix their own quotas. Ptr Ink 142:25-6+ F 23 '28

Distributing displays through salesmen. Ptr Ink 145:121-2 N 8 '28

Do your resalesmen always build good-will? W. Kean. Ptr Ink M 15:56, 58+ D '27

Do your salesmen fumble sales letter opportunities? L. C. Lockley. Sales Management 16:233+ O 27 '28

Does chain-store growth mean a new deal for salesmen? J. H. Warburton. Ptr Ink 146:3-4+ Mr 14 '29

Don't let salesmen know too much about their prospects. C. C. Casey. Ptr Ink 143:104+ My 24 '28

Don't let your salesmen sell you orders at a price. A. H. Deute. Ptr Ink 147:44+ Ap 18 '29

50 per cent of our good ideas come from our salesmen. J. K. Macneill. Ptr Ink 147:3-4+ My 23 '29

Fifty questions for sales managers. G: F. Lord. Sales Management 14:753+ My 12 '28

Five men vs. a new selling policy; changing from bulk to package. Ptr Ink M 16:65-6+ Je '28

Flattening seasonal peaks; Charles A. Eaton company. E. E. Doane. Ptr Ink 146:25-6+ F 21 '29

Flop! no supervision—no results. E. V. Walsh. Ptr Ink 146:10+ Ja 10 '29

For sales executives—inspiration, facts or both? Ptr Ink 148:84-5 S 12 '29

Graybar Electric outgrows the full-line salesman. Sales Management 15:489+ S 1 '28

Have you a little guess manager in your plant? E. Whitmore. il Sales Management 16:771-3+ D 29 '28

Helping salesmen to help themselves. W. F. Wyman. Ptr Ink M 16:31+ Je '28

How can salesmen be induced to call on small-town merchants? Mag of Business 53:633-4 My '28

How can we co-ordinate sales and advertising? R. D. Keim. Oil Paint & Drug Rep 115:55 My 13 '29

How Embry-Riddle functions as a distributor. J. H. Stewart. Airway Age 10:318-19+ Mr '29

How Gilbert builds sales with demonstrations; places demonstrators in retail stores at Christmas time. H. L. Trisch. Ptr Ink M 18:66+ Ja '29

How Jack Jones built a blue ribbon sales organization; man behind Alexander Hamilton Institute sales. J: C. Fehlandt. Sales Management 19:244-5+ Ag 10 '29

How loyal should we expect a salesman to be? H. C. Hines. Ptr Ink M 16:140+ Ja '28

How Murnane sells 7,000 cars a year in New York city. G: Willman. Sales Management 14:105+ Ja 21 '28

How Remington-Rand handled a merger of seven branch offices. J: Garth. il Sales Management 14:289-90+ F 18 '28

How should we tell salesmen about their personal habits? Ptr Ink 145:136 N 15 '28

How switching salesmen influences their sales. O. DeCamp. Ptr Ink 147:33-4+ My 16 '29

How the sales manager's job has expanded. W. F. Wyman and F. S. Phillips. Sales Management 15:473-4+ S 1 '28

How the salesmen of the drug manufacturer operate. A. E. Graham. Adv & Sell 11:22+ My 16 '28

How to handle the salesman who says "My territory has gone to the dogs." J. H. Warburton. Sales Management 17:705-6+ Mr 30 '29

How to interest the jobber in your new product. J. J. Witherspoon. Ptr Ink 144:161-2+ S 13 '28

How to keep salesmen away from their desks. H. T. Potter. Ptr Ink 146:57-8 Mr 28 '29

How to stop salesmen from catering to exceptions. A. H. Deute. Ptr Ink 144:157-8+ S 6 '28

How we increase sales in a market of fixed limitations; H. S. Eckels & company. S. Massey. Sales Management 14:787-8 My 12 '28

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I never ask our credit manager to O. K. an order; Marietta's sales and credit departments operate in perfect harmony. J. H. Warburton. Ptr Ink 145:3-4+ D 13 '28

Increasing actual selling time of salesman; the Dennison manufacturing company. Paper Tr J 87:54 N 15 '28

Intelligent direction of sales will stop growth of sales costs; White motor company. W. C. White. Ptr Ink 148:3-4+ Ag 1 '29

Intensive sales management. J: C. Aspley. 273p Dartnell corp., Chicago; New York '29

Is sales management an exact science? J. K. Macneill. Ptr Ink 148:17-20 Ag 29 '29

Is the salesman a human being? A. H. Deute. Ptr Ink 144:49-50+ Ag 23 '28

Is the statistician a real help to the sales manager? A. H. Deute. Ptr Ink 146:117-20 Mr 7 '29

Is there a sales answer to the sharp decline in profits? J. G: Frederick. Sales Management 13:1007-8+ D 10 '27

Is there too much sales management? M. A. Cahen. Ptr Ink 142:17-20+ Mr 22 '28

It's the backbone we put in salesmen that insures our growth; Club aluminum company. D. M. Hubbard. Ptr Ink 141:73-6 D 1 '27

Keeping the good salesman sold. R. Dickinson. Ptr Ink 144:3-4+ Ag 9 '28

Let the salesmen underwrite the new product. A. H. Deute. Ptr Ink 145:81-2+ N 29 '28

Let's not discourage imagination in the salesman. W. R. Heath. Ptr Ink 141:53-4+ N 24 '27

Letting salesmen describe their own faults. J: D. Roberts. Ptr Ink M 18:36+ Je '29

Maintaining sales quality. C. L. Davis. Ptr Ink 145:104-5+ N 8 '28

Making it easy for the salesman to fight for the house; a plan used by Thomas A. Edison, inc. N. Durand. Ptr Ink 146:121-2+ Ja 10 '29

Making the marketing dollar work harder. J: Sullivan. Management R 17:3-12 Ja '28

Making the salesman sell more; use of graphic sales charts. J. J. Berliner. Gas Age 62:877-8 D 22 '28

Making the salesmen members of a board of advisors. H. C. Phillips. Ptr Ink 144:17-20 Jl 12 '28

Man who was not afraid of new ideas; Charles S. Pearce, president of the Palmolive-Peet company. F. Crissey. Sales Management 14:103-4+ Ja 21 '28

Management policies that win and hold salesmen; Syracuse washing machine corporation. H. C. Hall. il Sales Management 15:73-6 Jl 14 '28

Mergers and selling costs; Kraft-Phenix cheese corporation. J. F. Whitney. Ptr Ink 149:124-5+ O 31 '29

Modern selling turns a hobby into a nationwide business; Davey tree expert company. M. W. Conant. il Sales Management 17:708-9+ Mr 30 '29

Needed—a practical control system for printing sales and salesmen. M. G. Silver. Ptd Salesmanship 52:34-6 S '28

New sales manager and the old sales force. E. S. Hammond. Ptr Ink 144:25-6+ Ag 30 '28

New scientific sales management. C: W. Hoyt. Sales Management 12:15-16+, 121+, 227-8+, 331-2+, 419-20+, 517-18+, 637-8+, 734+, 803-4+, 1026+, 1141-2+, 1227-8+; 13: 23+, 117-18+, 213-14, 287-8+, 394+, 482+, 572+, 671-2+, 766+, 855-6, 946+, 1138+; 14: 130+, 230+ Ja 8-Ap 30, My 28-N 26, D 24 '27, Ja 21-F 4 '28

Nine ways to cut the high cost of unproductive calls. W. L. Barnhart. Ptr Ink 143: 3-4+ Je 28 '28

On-the-job McCarthy; the man who trained and built the Eureka vacuum sales organization. D. G. Baird. il Sales Management 17:430-1+ F 23 '29

Orders are the best kind of salesman's report; Marietta chair company. J. H. Warburton. Ptr Ink 145:69-70+ O 4 '28

Pepping up a jaded sales force; Hewes & Potter. J. K. Macneill. Ptr Ink 147:53-4+ Ap 4 '29

Picking live ones out of the salesman's graveyard. H: Frommes. Gas Age 64:473-4 O 5 '29

Picking salesmen for jobs higher up. J. D. Giles. Ptr Ink M 19:29-30+ S '29

Producers' club whose members sold $70,000 each last year; the Dodge brothers plan. Sales Management 13:837-8 N 12 '27

Reporters prove better sales sleuths than detectives. H. McLellan. Sales Management 14:605-6+ Ap 14 '28

Reverse English; a challenge to negative thinking. V. Young. Ptr Ink M 19:65+ Jl '29

Rising sales costs force new marketing strategy. D. M. Hubbard. Ptr Ink 143:159-60+ Ap 5 '28

Sales contacts for the production executive. A. E. Seelig. Factory & Ind Management 77:719-21 Ap '29

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Sales management fundamentals. R. C. Hay. 249p Harper '29

Sales management isn't an exact science in England. P. G. Blake. Ptr Ink 149:88+ O 24 '29

Sales manager of 242 salesmen—yes-man to six. J. J. Witherspoon. il Ptr Ink M 18:31-2+ Ja '29

Sales managers meet to combat will o' the wisp methods. Sales Management 18:464+ Je 1 '29

Sales organization for industrial marketing. M. T. Copeland. Adv & Sell 10:32+ Mr 21 '28

Sales suggestions for suppliers from the manufacturers they serve. A. R. MacDonald. Mag of Business 55:539-40+ My '29

Salesman and his desk. A. H. Deute. Ptr Ink 142:54+ Ja 19 '28

Salesman who knows his buyers too well. J: Garth. Sales Management 15:500 S 1 '28

Salesman who sends in too many red ticket orders. J: M. Garth. il Sales Management 16:782-3+ D 29 '28

Salesman who shivers if competition says "boo." J: Garth. Sales Management 15:31-2 Jl 7 '28

Salesmen play important role in merchandising program. Iron Tr R 81:1415-17, 1478-9, 1543-5 D 8-22 '27

Salesmen who run away from business. G: Biggs. Ptr Ink 149:105-6+ O 17 '29

Scientific management in manufacturers' marketing. H: S. Dennison. Taylor Soc Bul 12:529-35 D '27

Scientific sales management today. C: W. Hoyt. 253p Ronald press '29

Should the sales manager be a dictator or a teacher? A. H. Deute. Ptr Ink 141:57-8+ D 8 '27

Spotting the unsuspected sales opportunity. C. R. Hall. Sales Management 15:414-16 Ag 25 '28

Straight line selling; a real sale begins in the designing room; Stuebing Cowan truck company. W. C. Stuebing. Ptr Ink 145:17-20 O 18 '28

Sturdy new selling plan; Servel, inc. H. W. Foulds. il Sales Management 18:178-9+ Ap 27 '29

Test-tube analysis of sales managers and salesmen. C. T. Thompson. Ptr Ink 145:172-3+ N 15 '28

There are plenty of blind spots in today's sales programs. L. Lothrop. il Sales Management 16:668-9+ D 15 '28

There's never any rest for the sales manager. A. H. Deute. Ptr Ink 148:97-8+ Jl 11 '29

These salesmen don't write a single report; the Seattle branch of the Federal motor truck sales corporation. Ptr Ink 142:73-4+ Mr 15 '28

This craze for something new in selling methods. E. V. Walsh. Ptr Ink M 18:29-30+ Ap '29

**ALES management**—*Continued*

This trail-the-prospect system built champion salesmen; Lamping motor company. M. E. Bridston. Sales Management 17:189+ Ja 26 '29

Three best bets. W. A. Macphail. il Inland Ptr 81:59-60 Jl '28

Tough-nut prospect can be sold by another salesman. K. G. Merrill. Ptr Ink M 18:31-2 Ap '29

Using cartoons to get over the sales message to salesmen; the Monroe calculating machine company. R. Crothers. il Ptr Ink 146: 25-6 F 14 '29

We made firearms salesmen out of bicycle salesmen and vice versa; Iver Johnson's arms & cycle works. F. I. Clark. Ptr Ink 144:17-20 Ag 16 '28

What do you read? asks this sales manager. E. P. Curtiss. Forbes 20:38+ N 15 '27

When and how to redeem the salesman who is slipping. J. K. Macneill. Ptr Ink M 18:41-2+ Mr '29

When salesmen fail we put them in the flying squad; People's gas light & coke company. W. R. Evans. il Sales Management 17:321+ F 9 '29

When the salesman asks; Why don't we advertise in the News? A. H. Deute. Ptr Ink 143:81-2+ Je 21 '28

When the salesman gets in the dumps. A. H. Deute. Ptr Ink 144:141-2+ Jl 26 '28

When the salesman plays hooky. J. J. Witherspoon. Ptr Ink M 18:42+ Je '29

When the salesmen try to save shoe leather; McCray refrigerator sales corporation. J: Garth. Sales Management 14:1115-16 Je 23 '28

Who pays for sales equipment? Ptr Ink 145:36 N 29 '28

Year's sales figures—and how to analyze them; sales costs and future profits. W. F. Wyman and H: H. Morse. Sales Management 13:1129-30+ D 24 '27

Your 1930 sales problem. P. G. Hoffman. Sales Management 20:61-3 O 12 '29

*See also* Advertising; Automobile industry and trade—Salesmen; Automobiles, Salesmen's; Dealer helps; Display of merchandize; Drivers as salesmen; Export trade—Sales management; Follow-up systems; Gas companies—Salesmen; Ideas in business; Marketing; Production and sales, Coordination of; Sales conferences; Sales contests; Sales conventions; Sales departments; Sales manuals; Sales policies; Sales promotion departments; Sales quotas; Sales records; Sales territories; Salesmanship; Salesmen; Salesmen as collectors; Salesmen's reports; Side lines

### Difficulty analysis

How American Radiator analyzes a sales difficulty. R. C. Hay. Sales Management 13: 919-20+ N 26 '27

Method for getting practical solutions to sales problems; difficulty analysis method. R: C. Hay. Ptr Ink 149:17-20 O 17 '29

### Letters to salesmen

Frank Trufax is still writing to his salesmen! A. J. Newman. Adv & Sell 11:22+ S 5 '28

Frank Trufax's letters to his salesmen. A. J. Newman. Adv & Sell 11:40+ My 2 '28

Getting your point over when writing to salesmen. H. McJohnston. Ptr Ink M 17:72+ Ag '28

Letters that make slumping salesmen perk up. A. T. Moore. Ptr Ink 143:52+ Ap 5 '28

Long red envelopes for the salesman's mail. il Ptd Salesmanship 52:328-9 D '28

More facts and less bunk in letters to salesmen. N. Lewis. Sales Management 16:665+ D 15 '28

President writes to his salesmen. il Sales Management 16:484-5+ N 24 '28

Some 1929 letters of Frank Trufax. A. J. Newman. Adv & Sell 13:25 Je 26 '29

Time saving campaign steps up slump season sales 62 per cent. D. G. Baird. il Sales Management 18:391+ My 25 '29

We make every letter do a selling job; Speedo products company, St Louis. E: O'Connor. il Ptd Salesmanship 54:39+ S '29

### Number of salesmen

Are there too many salesmen? E. E. Ferris. il Nation's Business 17:41-3 My '29

Can't we get along with fewer salesmen? E. Whitmore. Sales Management 15:521-3+ S 8 '28

Size of the sales force. Ptr Ink 144:132 Ag 9 '28

**SALES managers**

Autostrop's errand boy grew up to be its sales director. F. S. Clark. Sales Management 18:24+ Ap 6 '29

Experiences and conclusions of a sales manager. H. C. Ridley. Gas J (Lond) 182:sup 142-3 Je 27 '28

Functions of the sales manager. 36p Metropolitan life insurance co., New York '28

I see every salesman whether he sells engines or neckties. C. F. Wyant. Ptr Ink 145:117-18 O 4 '28

Must the sales manager be a star salesman? F. L. Foreman. Ptr Ink 146:41-2 Mr 7 '29

Report of N.W.D.A. committee on salesmen and selling methods. Oil Paint & Drug Rep 116:29, 31 O 9 '29

Sales manager who gets the most out of advertising. E. R. Gardner and others. Sales Management 16:82-4+ O 13 '28

Sales manager who wants to grow. C: W. Hoyt. il Sales Management 14:1161-2+; 15: 27-8+ Je 30-Jl 7 '28

Salesman is the boss; when sales chiefs call on customers. A. H. Little. Ptr Ink 149:17-20 O 31 '29

See every salesman; by an executive vice-president. Ptr Ink 144:41-2+ Ag 2 '28

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Of course salesmen can know too much about their line. G: J. Dunbaugh, jr. Ptr Ink 147:36 Ap 18 '29
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Salesman who insists on selling a service as an intangible; selling business law service. E. E. Baird. Sales Management 14:115-16 Ja 21 '28

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Service as part of industrial selling. F: B. Heitkamp. Ptr Ink 142:10+ F 9 '28

Should we stop calling them salesmen? R. Giles. Adv & Sell 12:17-18+ Mr 6 '29

Silent vote in selling. F. W. Lovejoy. Ptr Ink M 17:78+ S '28

Some applications for niches in salesdom's hall of fame. N. L. Stevens and others. Ptr Ink 148:68+ Jl 4 '29

Starchy John and Abe Lincoln give a copy lesson; first decide why you would not buy the product. E: Wolff. Ptr Ink 145:17-20 D 27 '28

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Study the buyer to sell your castings. H. R. Simonds. il Foundry 55:872-5 N 15 '27

Summer sales increased 30 per cent when we deserted our swivel chairs and jumped into the field; J. D. Gerken company of Toledo. J. F. Kerwin. il Sales Management 17:719+ Mr 30 '29

Sure-fire key to all sales objections. W. L. Barnhart. Ptr Ink M 17:54+ O '28

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There are salesmen that sell, and other salesmen. V. M. Hench. Inland Ptr 82:55-6 N '28

There's a lot of difference in salesmen. A. H. Deute. Ptr Ink 141:109-10+ N 17 '27

This prospect needs us. C: A. Collier. Ptr Ink 144:73-4+ Jl 12 '28

This salesman would not take "no." C: A. Emley. Ptr Ink 148:10+ Jl 11 '29

Thoughts on selling by a man who has sold for fifty-five years. J. M. Keane. Ptr Ink 141:49-50+ D 15 '27

Three divine gifts of salesmanship. J. Maratta. Ptr Ink 148:3-4+ Jl 25 '29

Three hellish gifts of salesmanship. P. G. Blake. Ptr Ink 148:49-50 Ag 29 '29

Three human (not divine) gifts of salesmanship. G: W. Hopkins. Ptr Ink 148:132-3 Ag 8 '29

Thumbs down on precedent! Timken-Detroit company. E. V. Walsh. Ptr Ink M 18:58+ My '29

To sell, tell 'em the truth. T: J. Killian. il Business 9:18-19+ D '27

Tough-nut prospect can be sold by another salesman. K. G. Merrill. Ptr Ink M 18:31-2 Ap '29

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What a seller must do to interest a purchasing agent. W. B. Calkins. Iron Tr R 82:1660-1 Je 28 '28

What makes for success in selling? R. C. Hay. Ptr Ink 146:41-2+ Mr 21 '29

What old time salesmen don't know about their customers. J. E. Kinner. Ptr Ink M 17:81+ O '28

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What price one minute? how one concern sells news photographs. H. McLellan. il Sales Management 17:28-30 Ja 5 '29

What price super-selling? J. G: Frederick. Adv & Sell 10:19-20+ Ja 25 '28

What should a salesman know to sell automobiles? C: L. Low. Adv & Sell 12:36+ Mr 6 '29

What the new type salesman needs; interview with A. F. Hockenbeamer. M. E. Bridston. Forbes 24:36+ O 15 '29

What will it do for me? A. Bradbury. Ptr Ink 144:125-6+ S 6 '28

When a man with a small business began to think big; Paul F. Beich. F. Crissey. Sales Management 14:281-2+ F 18 '28

When a salesman is timid about answering a buyer's objections. B. J. Williams. il Sales Management 14:758-9+ My 12 '28

When misapplied aggressiveness loses customers. A. H. Deute. Ptr Ink 145:117-20 N 15 '28

When the prospect says "I never heard of your company." Sales Management 14:691-2+ Ap 28 '28

When the right answer isn't written down in the book. A. Luse. Sales Management 14:601-2+ Ap 14 '28

When the sale runs into big figures and prospects are scarce. J. G. Donley. il Sales Management 13:1033-4+ D 10 '27

When your salesmen are afraid of their customers; Zerozone corporation. L. C. Keely. Ptr Ink M 19:64+ O '29

Why do salesmen specialize in talking? G. H. Eddy. Ptr Ink M 17:87-8 S '28

Why psychology has failed in sales. D. A. Laird. il Ptr Ink M 19:44-5+ Ag '29

Why salesmen neglect new accounts. A. H. Deute. Ptr Ink 143:101-4 Ap 19 '28

Why some salesmen must know how to put on the ritz. E. P. Staunton. Sales Management 13:833-4+ N 12 '27

Yawning in the face of the order. E: Murphy. Ptr Ink 144:17-20 S 20 '28

*See also* Advertising; Advertising, Soliciting of; Advertising and salesmen; Business; Buying habits; Canvassing; Consignment selling; Family of products; Guaranty of goods; Home demonstration work; Instalment plan; Insurance, Life—Agents; Mail order business; Marketing; Merchandizing; Money raising campaigns; Order blanks; Package goods; Premiums (merchandizing); Printing trade—Salesmen; Sales contests; Sales conventions; Sales letters; Sales management; Sales managers; Salesmen; Salesmen, Retail; Sample cases; Samples (merchandizing)

### Approach

Approaching a prospective customer. T. Fish. Mach 34:815 Jl '28

Chance meetings bring orders. L. L. Miller. jr. Ptr Ink 142:137-8 Mr 29 '28

Hard-shelled prospect who is sure he isn't interested; Guy W. Ellis real estate company uses maps. D. G. Baird. Sales Management 20:211+ N 2 '29

This hocus-pocus about the sales approach. B. J. Williams. il Sales Management 14:581-2+ Ap 14 '28

Twenty plans for getting in to see the buyer who is too busy. J: L. Scott. il Sales Management 14:361-2+ Mr 3 '28

When the buyer says I'm too busy. Sales Management 14:455-6 Mr 17 '28

Why I see the purchasing agent first; Evans auto loading company. E: S. Evans. Sales Management 14:119-20+ Ja 21 '28

Working from the top down in selling motor trucks. G. A. Nichols. Ptr Ink 144:125-6+ Ag 16 '28

### Definition

Wanted: a definition of selling. Ptr Ink 144:44 Ag 30 '28

### Demonstrations

Brunswick uses unique test to demonstrate new radio. Sales Management 19:334+ Ag 24 '29

Calling the buyer's "it-can't-be-done" bluff. C: G. Muller. Ptr Ink 143:133-6+ Je 14 '28

Cauchois' plan for tapping the restaurant market. H: King. il Sales Management 20:29+ O 5 '29

Demonstration car aids rural sales. W. Evans. il Elec W 90:1050 N 19 '27

Demonstration with music. F. B. Barton. il Business 9:53+ D '27

Demonstrations—the manufacturer's contact with consumers. C. B. Larrabee. il Ptr Ink M 18:51-2+ F '29

Helping the dealer find the unknown market; Floorolas. O. DeCamp. Ptr Ink 144:116-17+ S 6 '28

Home economics as a phase of customer relations. G: J. Leibman. il N E L A Bul 15:493-501 Ag '28

How a home demonstration sales campaign works; Grigsby-Grunow radios. Ptr Ink 148:102+ Ag 22 '29

How Gilbert builds sales with demonstrations; places demonstrators in retail stores at Christmas time. H. L. Trisch. Ptr Ink M 18:66+ Ja '29

How one Marmon salesman fits his demonstration to his product. il Sales Management 13:1111-12 D 24 '27

Modern selling by demonstration—for furnace dealers. il Sheet Metal Worker 20:508-9+ Ag 9 '29

Prohibits sales for sixty days when new stove is introduced. C: B. Mills. il Sales Management 14:33-4 Ja 7 '28

Sample case that tripled the number of salesmen's calls. il Ptr Ink 142:17-20 Mr 8 '28

Some actual demonstrations of the value of demonstrations. C. D. Poland. Ptr Ink 145:61-2+ O 11 '28

Take care how your salesmen prove your product's superiority; the Trade commission order to the Calumet baking powder company. Ptr Ink 147:145-6 Je 27 '29

Trick selling condemned by Federal trade commission; Calumet baking powder case. Sales Management 19:20+ Jl 6 '29

Visualizing the invisible. J. C. McGrath. il Ptr Ink 142:61-4 Ja 19 '28

When a demonstrator works in your windows. E. A. Dench. Gas Age 60:907-8 D 10 '27

Why we show instead of talk the merits of our line; Oak motor oil. W. G. Peuchen. Sales Management 15:20-2 Jl 7 '28

### Number of calls

It shouldn't take seven years to sell a prospect. E. S. Barlow. Ptr Ink 143:116-17 My 24 '28

Your persistence paralyzes all resistance. C: G. Muller. Ptr Ink 143:17-20 My 10 '28

### Number of calls (daily)

Building a model territory as a sales example; Petroleum heat & power co. W. C. McTarnahan. Ptr Ink M 19:29-30+ Ag '29

### Photographic aids

To sell the bulky product—models or pictures? Jewett refrigerator uses photographs. E. B. Jewett. il Ptr Ink M 16:41-2+ Ap '28

### Price problem

But your price is too high. Sales Management 20:9-11+, 68+ O 5-12 '29

Creative merchandising—a way out for the independents. E. S. Barlow. Ptr Ink 148:152+ Jl 25 '29

Gooseneck shovels, $50 hair brushes and jeweled door keys. S. Norvell. Sales Management 17:67-9+, 140+ Ja 12-19 '29

How one printing salesman erected a fence around a customer. F. C. Petrine. Inland Ptr 83:57-8 Je '29

How veteran salesmen of quality printing deal with buyers who want to get a dozen bids on every job. G: H. Pelton. Ptd Salesmanship 51:509-10 Ag '28

I said, "How much?" R. Dickinson. Ptr Ink 144:61-2+ Jl 19 '28

It's the sales plan—not the price—that counts; Rochester packing company. D. G. Baird. Sales Management 16:157+ O 20 '28

### SALESMANSHIP—Price problem—*Continued*

Nine ways to answer your price is too high. W. L. Barnhart. Ptr Ink 142:3-4+ F 2 '28
No price haggling with this advertised line; Aladdin manufacturing co. O. Sacksteder, jr. Ptr Ink 146:136 Ja 17 '29
The price was too high. Sales Management 13:1101-2+ D 24 '27
Relative merits of a sales campaign based on quality and of one based on price. A. L. Reithel. Oil Paint & Drug Rep 115:42A Je 10 '29
Selling better paper to the buyer who puts price before quality. G: H. Pelton. Ptd Salesmanship 51:398-400 Jl '28
Shading the price may result in an eclipse. A. H. Deute. Ptr Ink 144:145-6+ Ag 9 '28
We licked price competition to a standstill; Moores & Ross, Columbus, Ohio. R. B. Smallwood. Sales Management 18:643-6+ Je 29 '29
We talked profits and the product sold itself; American seeding machine company. F. W. Johnson. il Sales Management 15: 352-3+ Ag 18 '28
What I tell the printing buyer who says: "your price is too high." M. B. Imbrie. Ptd Salesmanship 51:253+ My '28
What we tell a salesman who wants the price cut. W. T. Kyle. Sales Management 13: 1121 D 24 '27
When a buyer says "your price is too high," what does he mean? Ptr Ink 144:84-7 S 20 '28

#### Standardized sales talk

"Canned" sales talk sold me an oil burner. M. E. Bridston. Ptr Ink 143:25-6 Je 21 '28
Canned selling? surely! Ptr Ink 148:140+ Jl 25 '29
How Round Oak salesmen use their seven angle chart. E. G. Weir. Ptr Ink 145:76-7+ D 20 '28
How to plan and build a standard sales talk. R. C. Hay. il Sales Management 20:122-4 O 19 '29
How to plan and use a standard sales presentation. R. C. Hay. il Sales Management 19:521-2+ S 21 '29
In defense of the canned sales talk; especially valuable for distributors and dealers' salesmen. A. M. Taylor. Ptr Ink 143:117-20 My 17 '28
Our salesmen are not allowed to extemporize; Union central life insurance company. W. G. G. Benway. Ptr Ink 144:17-20 S 27 '28
Prepared sales talk. W: Thornton. Spectator 123:23 Ag 8 '29
Training that assures effective sales talk by greenest recruits; Chevrolet motor company. A. Streeter. il Ptr Ink M 18:45-6+ Je '29
Why every National Cash man must learn a standard sales talk. G. E. Irving. Sales Management 17:427-9+ F 23 '29
Why we think the canned sales presentation is best. E. V. Walsh. Ptr Ink 147:80-1+ My 16 '29

#### Time of calls

Four-day weeks and five-hour days. H. Blauvelt. Sales Management 15:463-4+ S 1 '28
How one printing salesman increased his productive hours. G: H. Pelton. Ptd Salesmanship 53:354+ D '28

#### Time saving

Cutting down the time losses in salesmanship. F. L. Scott. Adv & Sell 10:21-2+ Mr 7 '28
Getting the most out of a salesman's productive hours. A. H. Deute. Ptr Ink 143:90+ My 3 '28
Nine ways to cut the high cost of unproductive calls. W. L. Barnhart. Ptr Ink 143: 3-4+ Je 28 '28
Single idea salvaged 40 per cent of McCreary's working hours; scheme for recording his thoughts as he drives from call to call. J: L. Scott. Sales Management 13:829-30+ N 12 '27
Too much cooling of high-priced heels. R. Dickinson. Ptr Ink M 19:56+ O; 52+ N '29
William C. McCreary uses telegraph recorder as a time saver. W. K. Halbert. Nat Pet N 20:76+ N 21 '28

### SALESMANSHIP, Retail

Advertising manager goes shopping. P. E. Kendall. Ptr Ink 146:147-8+ Ja 31 '29
Another retailer knocks the hired investigator. E. Brandell. Ptr Ink 146:52 Ja 3 '29
Are people dodging the dotted line? J. H. Collins. Ptr Ink 141:3-4+ N 24 '27
Changing casual buying into a buying habit. R. B. Lockwood. Sales Management 17:440+ F 23 '29
Dealer suggestion system increases average sale. J. M. Mosely. il Sales Management 14:1167-8 Je 30 '28
Employee letters—morale builders. A. Larson. System 3:72+ Jl '29
Fundamentals behind the counter. L. P. Dutch. Ptr Ink 149:68+ O 24 '29
Making a machine of the retailer. E. R. Castle. il Nation's Business 17:48+ Ap '29
Now for shirt sleeve selling! G. A. Nichols. Ptr Ink 148:101-2+ S 5 '29
Perhaps retailers mistake me for a hired investigator. G. W. Freeman. Ptr Ink 146: 117+ Ja 24 '29
Personal salesmanship in the electrical industry; abstract, with discussion. G. Burlton. Electrician 103:497 O 25 '29
Shopper talks shop. E. Rowe. il Nation's Business 17:80+ Je '29
Textbook on retail selling. H. R. Norton. rev. ed. 333p Ginn '29
This jobber acts as sales and advertising counsel for retailers. R. R. Ellis. Ptr Ink 145:57-8+ N 29 '28
Why I didn't sell your investigator a razor when he bought blades; retailers depend upon window and store displays. F. P. Seibert. Ptr Ink 145:25-6+ N 15 '28
Why I killed the super-salesman. E. P. Butler. Ptr Ink M 18:31-2+ F '29
*See also* Salesmen, Retail; Saleswomen

### SALESMEN

Are salesmen different from other people? F. E. Fehlman. Ptr Ink M 19:71-2+ N '29
Average men or stars? W. Bates. Forbes 23: 56 Je 15 '29
Bank on the pluggers—not the stars. J. E. Fields. Sales Management 19:9-10+ Jl 6 '29
Best product we export—men. J: Chapman. Ptr Ink M 16:36-7+ F '28
Can we expect salesmen to pinch hit as window-trimmers? B. H. Briscoe. il Ptd Salesmanship 53:164+ Ap '29
Certify salesmen or abolish the cold canvass. W. A. Wolschlag. Ptr Ink 144:17-20 S 13 '28
Chemical engineers needed in technical sales service. F. J. Curtis. Chem & Met Eng 36: 22-3 Ja '29
Citation—for conspicuous selling beyond the call of duty. C: G. Muller. Ptr Ink M 17: 62+ Jl '28
Code of ethics for salesmen. il Heat & Ven 25:113 Ja '28
Direct mail campaign that paid hospital bills; supply salesman kept in touch with his customers. W. Parker. il Ptd Salesmanship 53:329 Je '29
Distributing displays through salesmen. Ptr Ink 145:121-2 N 8 '28
Good salesman doesn't have to have IT. C. N. Kirkpatrick. Ptr Ink M 15:71+ D '27
Job jumping salesmen. R. S. Fox. Sales Management 14:395-6 Mr 3 '28
Joe Rogers—salesman of salesmanship. F. Crissey. Sales Management 14:364-6+ Mr 3 '28
Kind of salesmen retail dealers welcome. D. E. West. Sales Management 14:923-4+ Je 2 '28
Let your salesmen test that new product; Fuller brush company. E. R. Smith. Ptr Ink 144:120+ Ag 30 '28
Let's get salesmen and buyers to smoke the pipe of peace. J. W. Harrington. Ptr Ink 148:124-5+ Jl 4 '29
Man who was not afraid of new ideas; Charles S. Pearce, president of the Palmolive-Peet company. F. Crissey. Sales Management 14:103-4+ Ja 21 '28

**ALESMEN**—*Continued*

Mr. Fairly Well—the most expensive salesman. S. Norvell. il Sales Management 17: 318-19+, 382-3+ F 9-16 '29

New Oakland plan makes hit with salesmen; courtesy signs. il Automotive Ind 59:271 Ag 25 '28

1929 model salesman. A. H. Deute. Ptr Ink 145:155-6+ O 18 '28

Outline of mergers; how salesmen fare under mergers. J: A. Murphy. Sales Management 17:260-2+ F 2 '29

Sales ethics from a purchasing agent's viewpoint. F. G. Space. Metal Ind 26:169-70 Ap '28

Salesman as a letter writer. W. Kean. Ptr Ink 144:17-20 Jl 19 '28

Salesman who found big opportunities in a little job; R. D. Keim was Squibb's first salesman. F. Clark. il Sales Management 17:606-7+ Mr 16 '29

Selling the same line in the same territory for 25 years. Sales Management 13:1058 D 10 '27

Shall we exchange reports on the men who buy and sell? Sales Management 14:48 Ja 7 '28

Some salesmen I have met. E. L. Faber. Ptr Ink 143:33-4+ My 10 '28

Some salesmen's superstitions. A. H. Deute. Ptr Ink M 19:49-50+ N '29

Test-tube analysis of sales managers and salesmen. C. T. Thompson. Ptr Ink 145: 172-3+ N 15 '28

Those good old days in selling. S. Norvell. il Sales Management 18:284-6 My 11 '29

Why good salesmen leave good jobs. J. K. MacNeill. Ptr Ink 145:3-4+ D 20 '28

*See also* Advertising, Soliciting of; Advertising and salesmen; Airplane industry and trade—Salesmen; Automobile industry and trade—Salesmen; Bonds—Salesmen; Canvassing; Drivers as salesmen; Foremen as salesmen; Gas companies—Salesmen; Insurance agents; Insurance, Life—Agents; Motor truck industry and trade—Salesmen; Printing trade—Salesmen; Purchasing—Treatment of salesmen; Sales contests; Sales conventions; Sales quotas; Sales territories; Salesmanship

### Advance cards and letters

How ten postals brought easier interviews for subdivision salesmen. L: Porter. il Ptd Salesmanship 53:34-6 Mr '29

Is the mail lead worth its cost to the salesman? C. C. Casey. Ptr Ink 142:105-8 Ja 12 '28

Letters that warm up the cold prospect. L. C. Lockley. Sales Management 15:694-6+ S 29 '28

Something different in advance cards. G. E. Mitchell. il Ptd Salesmanship 52:421 Ja '29

When there are doors to be opened. L. E. Baird, jr. il Ptd Salesmanship 54:117 O '29

### Bonuses

Basing bonus payments on reduction of sales expense. Ptr Ink 146:60+ Mr 28 '29

Bonus plan that keeps salesmen on their toes. J. R. Hilgert. Ptr Ink 141:69-70+ N 17 '27

How an annual bonus plan for salesmen worked out; Peckham-Foreman, inc. F. L. Foreman. Ptr Ink 143:120+ Ap 12 '28

Should the bonus be paid more than once a year? Sales Management 17:184-5+ Ja 26 '29

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### Expenses

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How six companies record salesmen's expenses. W. F. Wyman. System 3:29-30 Jl '29

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It all comes out in the wash; personal laundry. Ptr Ink 142:36 Mr 15 '28

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Salesmen who run away from business. G: Biggs. Ptr Ink 149:105-6+ O 17 '29

### Gifts to buyers

Do Christmas presents to buyers bring more business? A. H. Deute. Ptr Ink 145:10+ D 13 '28

When is a gift to the trade legitimate? A. H. Deute. Ptr Ink 142:160+ F 9 '28

### Promotion

Picking salesmen for jobs higher up. J. D. Giles. Ptr Ink M 19:29-30+ S '29

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Manikin for pace-maker. H. W. Maxwell. System 3:31-2 O '29

Merit system for salesmen X-rays results; automatic sliding quota-system. D. G. Baird. Sales Management 14:1097-8 Je 23 '28

### Routing

Four-day weeks and five-hour days. H. Blauvelt. Sales Management 15:463-4+ S 1 '28

Skip-stop idea in sales routes. A. B. Clement. Adv & Sell 11:19-20+ O 31 '28

Time control system for printing salesmen. R: C. Sheridan. Ptd Salesmanship 54:146+ O '29

We wiped out territorial lines. C: R. Acker. Sales Management 14:765-6+ My 12 '28

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Baker-Raulang's solution of the split commission problem. M. A. Watterson. Ptr Ink 145: 41-2+ O 18 '28

Best compensation plan for salesmen. Ptr Ink 142:80 Mr 1 '28

Business slack? Pay salesmen more; Hughes, Wolff & co. E. Wolff. Ptr Ink 142:155+ Mr 29 '28

Compensating honest effort. G. W. Wynne. Gas Age 62:905+ D 29 '28

Compensation and education make salesmen. F: C. Mackey. Gas Age 61:267-8+ F 25 '28

Compensation plan that gives consideration to quality sales. C. A. Down. il Sales Management 14:363+ Mr 3 '28

Denver salesmen's compensation plan. R. G. Munroe. Pub Serv Management 47:29-30 Jl '29

Does chain-store growth mean a new deal for salesmen? J. H. Warburton. Ptr Ink 146:3-4+ Mr 14 '29

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Earnings study shows cost of salesman turnover. Sales Management 14:1045-6+ Je 16 '28

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Fundamental principles of salesman's compensation. Gas Age 64:633-6 O 26 '29

Getting salesmen to push the profitable items; the Coffin-Redington company. Ptr Ink 148: 129-30+ Ag 15 '29

Graduated commissions spur salesmen; Reo motor car co., San Francisco. W. A. B. Hanchett. Ptr Ink M 19:62+ Ag '29

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How much should a salesman be paid? A. H. Deute. Ptr Ink 148:88-9+ S 19 '29

How 30 biggest oil companies pay their salesmen. Pet Age 23:24-5 F '29

How to pay salesmen who exceed their quotas. Ptr Ink 141:80+ D 8 '27

Is sales ability overpaid? G. P. Knapp. Ptr Ink 147:3-4+ Je 27 '29

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Is there a better method of paying printing salesmen? profit-sharing and bonus plans find increasing favor. J: Jensen. il Ptd Salesmanship 51:208-10 My '28
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New compensation plan boosts net profits. D. G. Baird. Sales Management 15:255-6 Ag 4 '28
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Overpaid salesmen mean an overpaid management. L. Allen. Ptr Ink 148:25-6+ Jl 25 '29
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Plan that automatically weeds out the weak sisters. R. McDaniel. Sales Management 14:41-2 Ja 7 '28
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Three steps to profitable prosperity. A. W. Blackman. Paper Tr J 86:36+ Mr 15 '28
Van Raalte eliminates salary squabbles with salesmen. A. R. Hahn. il Sales Management 17:376-7+ F 16 '29
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When salesmen in several territories work on a single order—how shall the credit be divided? N. Lewis. Ptr Ink 144:3-4+ S 6 '28
When two salesmen claim the same customer. Ptr Ink M 17:82 S '28
Why I stopped hiring men on straight commission. Sales Management 14:868 My 26 '28
Why we stopped basing salesmen's commissions on profits. C. C. Chase. Ptr Ink 141:10+ N 24 '27

### Sample cases

*See* Sample cases

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Buying super-salesmen at bargain prices. Ptr Ink 143:174+ Je 21 '28
Cutting down turnover in the sales force. F. L. Scott. il Adv & Sell 12:17-18+ D 26 '28
400 new salesmen every year—how we hire and train them; Equitable life insurance company. E. E. Smith. Sales Management 19:383-4+ Ag 31 '29
Hiring salesmen who will stick. Ptr Ink 144:108 S 27 '28
How should new salesmen be selected? R. C. Hay. Ptr Ink 144:87-8+ Ag 30 '28
Kind of "salesmen wanted" advertising that pays. Ptr Ink 146:25-6+ Ja 31 '29
Legal pitfalls in hiring salesmen. L. T. Parker. Sales Management 15:421-2+ Ag 25 '28
Mistakes I have made in hiring salesmen. W. F. Wyman. Sales Management 16:79-80+ O 13 '28
Our experience in finding salesmen who stick and succeed; Yawman & Erbe manufacturing company. D. W. Duffield. il Sales Management 16:288-90+ N 3 '28
Selecting the right salesman for each territory. F. L. Foreman. Ptr Ink 147:41-2+ Je 13 '29
Seven successful plans for finding competent salesmen. E. J. Heimer. Sales Management 18:397+ My 25 '29
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Source of salesmen. W. J. Burke. Oil Paint & Drug Rep 115:42D-3 Je 10 '29
Two sales executives tell what they have learned about hiring salesmen. W. J. Hill; C: A. Walz. Sales Management 19:428-30, 469+ S 7 '29
We are building our sales forces too fast. A. H. Deute. Ptr Ink 149:57-8+ O 17 '29
Wear-Ever's experience with college salesmen. Sales Management 14:467-8+ Mr 17 '28
When the local business branches out; Orange screen company. E. P. Balch. Ptr Ink 145:112+ O 11 '28
Where can we find competent men for the sales force? Chamberlin metal weather strip company. J. P. Glaser. Sales Management 19:233-4+ Ag 10 '29
Where shall we get our new salesmen? R: M. Stuart. Adv & Sell 10:30+ N 16 '27
You can't hire salesmen by the yardstick method. il Sales Management 14:445-6+ Mr 17 '28

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A. G. A. sales course receives hearty response. Gas Age 62:775-6 D 1 '28
Building a model territory as a sales example; Petroleum heat & power co. W. C. McTarnahan. Ptr Ink M 19:29-30+ Ag '29
Can anyone teach salesmen to sell? F. E. Fehlman. Ptr Ink M 19:74+ O '29
Central station as a training school for salesmen. H. N. Lay. Gas Age 62:670+ N 10 '28
Coaching the salesman in the field. J. J. Witherspoon. Ptr Ink M 19:33+ N '29
Developing executive sense in salesmanship. W. H. Morgan. Adv & Sell 10:28+ Ja 25 '28
Developing the modern salesman; Pacific gas & electric co. H. M. Crawford. Ptr Ink M 19:39-40+ Jl '29
Do you give your salesmen an objective viewpoint. A. B. Carter. il Adv & Sell 12:38+ Ja 9 '29
Earnings double when senior salesmen help juniors; Moorhead knitting company. E. M. Roeber. il Sales Management 15:247-8+ Ag 4 '28

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Education for salesmanship. F. W. Goodenough; E. Percy. Gas J (Lond) 184:sup205-7 O 17 '28

Footlights and grease paint to jazz up the sales appeal. W. F. Wyman. il Sales Management 14:465-6+ Mr 17 '28

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How American Radiator analyzes a sales difficulty. R. C. Hay. Sales Management 13:919-20+ N 26 '27

How American Radiator gives old men new sales ideas. R. C. Hay. Sales Management 14:853-4+ My 26 '28

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How we detect the blind spots in the salesman's knowledge of his product. C. A. Netzhammer. Sales Management 13:1115-16+ D 24 '27

How we sold our sales school to our dealers; Relay motors corporation enrolled a group of college men. A. K. Taber. il Ptr Ink M 18:38+ Mr '29

Inexpensive training course for the medium-sized sales force; Wyoming shovel works. H. T. Potter. Ptr Ink 145:41-2+ D 6 '28

Lone pupil method of training salesmen. V. Lebow. Ptr Ink 142:49-50+ Ja 5 '28

Making the salesman's calls more effective; Williams Oil-o-matic heating corp. J. A. Worsham. Ptr Ink 147:73-4 Ap 11 '29

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New sales tactics gave us the jump on competition. C. A. Rubey. Sales Management 14:1107-8+ Je 23 '28

Paint industry has sales course that stands on three legs. B. A. Grimes. Ptr Ink 148:138+ S 5 '29

Paint industry will conduct national sales training school. Sales Management 15:382 Ag 18 '28

Personal analysis develops better salesmen for Morgan lithograph. B. Lewis. il Ptd Salesmanship 51:320-2 Je '28

Pitfalls of youth in selling. A. H. Deute. Ptr Ink 149:114+ N 14 '29

Practical formula for training trust salesmen. J. C. Peter. Trust Companies 48:217-18+ F '29

Ritter dental company's sales training plan. T. M. McDonald. Sales Management 16:91-2 O 13 '28

Sales training plan that makes salesmen want to study; Commercial furniture company. J. L. Scott. Sales Management 13:1113-14+ D 24 '27

Sales training plan that really works; Pacific coast life insurance agency. R. F. Freeman. Sales Management 14:917+ Je 2 '28

Should the sales manager travel with the new salesman? R. P. Ingalls. Ptr Ink 143:141-2+ My 17 '28

Studebaker's latest plan for qualifying salesmen. P. G. Hoffman. Sales Management 18:177+ Ap 27 '29

Teaching the old salesman new tricks. Ptr Ink M 17:71-2+ S '28

Ten steps in building a sales training program. R. C. Hay. il Sales Management 15:635-8 S 22 '28

This plan cut the cost of hiring salesmen from $40 to $7. M. E. Bridston. il Sales Management 19:389+ Ag 31 '29

Three divine gifts of salesmanship. J. Maratta. Ptr Ink 148:3-4+ Jl 25 '29

Training for travelling salesmen. F. W. Shrubsall. 80p Pitman '28

Training for travelling salesmen, outdoor salesmanship for beginners. F. W. Shrubsall. 80p Pitman '28

Training new men in product information; Armour and company. P. Mooney. Ptr Ink M 17:58+ Jl '28

Training plan licks problem of turnover among salesmen; Toledo scale company. H. C. Whitehorne. il Sales Management 18:138-9+ Ap 20 '29

Training salesmen to buck the business conditions objection. Sales Management 14:306+ F 18 '28

We make our industrial salesmen to order; Falk corporation. C. J. Freund. Ptr Ink 142:17-20 Ja 5 '28

When your salesmen are afraid of their customers; Zerozone corporation. L. C. Keely. Ptr Ink M 19:64+ O '29

Your 1930 sales problem. P. G. Hoffman. Sales Management 20:61-3 O 12 '29

*See also* Sales manuals; Salesmen, Retail—Training

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Cashing in on summer vacations of salesmen. J. M. Rathbone. Ptd Salesmanship 51:419-20 Jl '28

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Educating the jobber's salesmen to sell equipment; Burton & Rogers manufacturing co.'s instruction manual on automobile electric equipment testing and repair sold to dealers. M. T. Rogers. il Ptr Ink M 17:38+ S '28

How much do you back up your jobbers' salesmen? A. H. Van Voris. Ptr Ink 141:78+ D 15 '27

How we back up our jobbers' salesmen; the Bridgeport chain company. H. C. Morfey. Ptr Ink 142:26+ Ja 26 '28

How wholesalers answered seven questions about their salesmen. Ptr Ink 146:108-9+ Ja 10 '29

Merit system for salesmen X-rays results; automatic sliding quota-system. D. G. Baird. Sales Management 14:1097-8+ Je 23 '28

What to talk about at meetings of jobbers' salesmen. K. G. Merrill. Ptr Ink 143:49-50+ Ap 19 '28

**Salaries and commissions**

How to pay jobbers' men on drop shipments. Ptr Ink 142:97-8 F 16 '28

These wholesalers pay salesmen on a basis of net earned profit. J. F. Kerwin. Sales Management 19:13+ Jl 6 '29

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How we get distributors to send their salesmen to our plant; McDougall-Butler co. H. C. Menagh. Ptr Ink 146:117-18+ Mr 14 '29

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Another job for the missionary salesman; help the independent retailer to capitalize on his latent advantages. A. H. Deute. Ptr Ink 142:73+ Ja 5 '28

Missionary work and technical sales service in industrial markets. M. T. Copeland. Adv & Sell 10:30+ F 22 '28

Why we charge our jobbers for specialty selling; the Vortex manufacturing company. A. S. Bowes. Sales Management 15:639-40 S 22 '28

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Producers' club whose members sold $70,000 each last year; the Dodge brothers plan. Sales Management 13:837-8 N 12 '27

Who sells nails sells romance. B. Braley. il Nation's Business 17:187+ Ap '29

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Do these circumstances justify a P. M. system? Ptr Ink 145:69-70+ O 11 '28

P. M.'s for store clerks or paid advertising? Ptr Ink 144:60 S 20 '28

Some economic consequences of commercial bribery. W. H. S. Stevens. Harvard Business R 7:164-9 Ja '29

Sparring with the spiff. Ptr Ink 142:86 Mr 22 '28

Stop the extra allowance and keep down sales costs. A. E. Graham. Adv & Sell 13:17-18+ Ag 7 '29

**Training**

Aiding store owners to train clerks. Ptr Ink 141:133-4 N 24 '27

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Answer to: "We never had a call for it." Ptr Ink 145:10+ D 6 '28

Berkey & Gay train retail salesmen to sell quality. D. G. Baird. il Sales Management 15:191-2+ Jl 28 '28

Chevrolet answer to the sales training problem. J: L. Scott. il Sales Management 15: 242-3+ Ag 4 '28

Dealer-salesman school for retail clerks. R. Leigh. Ptr Ink 142:161-2+ F 16 '28

Every Oil-O-Matic dealer must send a man to its school. J. A. Worsham. il Ptr Ink 144:85-6+ Ag 9 '28

Forget price competition—teach your dealers to sell! J: W. McPherrin. il Sales Management 19:281-3 Ag 17 '29

Fundamentals behind the counter. L. P. Dutch. Ptr Ink 149:68+ O 24 '29

Getting retail salesmen to deliver sales talk logically and fully. W. Perry. Ptr Ink M 16:36+ Mr '28

How Boyd-Welsh taught retail clerks to sell shoes. R. McDaniel. Sales Management 14: 463-4+ Mr 17 '28

How shall we make store people know our merchandise? The logical instructor is the store buyer. R. Leigh. Ptr Ink 144:81+ Ag 23 '28

How to conduct a convention of retail salespeople; Delco-light educational plan. C. M. Harrison. Ptr Ink 141:156-7+ N 10 '27

How to present educational data to clerks. R. Leigh. Ptr Ink 141:133-4+ N 17 '27

How Victor trains retailers to increase unit sales. R. A. Forbes. Ptr Ink 142:73-4+ Mr 22 '28

Is there a formula for clerk education? L. Allen. Ptr Ink M 15:66+ D '27

Letter to retail salesmen. F. G. Richards. Sales Management 18:77 Ap 13 '29

Make sure that retailers use your educational material. R. Leigh. Ptr Ink 143:41-2+ Ap 12 '28

Manufacturers' use of retail clerk bulletins. R. Leigh. Ptr Ink 144:109-12 Ag 2 '28

Paint industry has sales course that stands on three legs. B. A. Grimes. Ptr Ink 148:138+ S 5 '29

Retail salesman as important to manufacturer as his own salesmen. C. R. Bonn. Ptr Ink M 16:81 F '28

Retail salesmanship course speeds Knox hat sales. B. Crowell. Sales Management 18:387+ My 25 '29

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Single sentence retail sales talks for clerks to repeat. F. W. Lovejoy. Ptr Ink 143:33-4+ My 3 '28

Teaching buyers to teach. R. Leigh. Business 9:26+ Ap '28

Thirteen ways to educate retail salespeople. Ptr Ink 145:160 N 8 '28

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Turning retail rug salesmen into style merchandisers. C: G. Muller. Ptr Ink 147:173-4+ My 23 '29

We teach 13,000 clerks by mail. O. J. Niederhofer. Ptr Ink 142:57-8+ Mr 29 '28

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Advertised lines are this jobber's whole stock in trade; Dessauer & Engel. G. A. Nichols. Ptr Ink 144:53-4+ Ag 9 '28

Crosley acts first and explains later. D. G. Baird. Sales Management 16:542-3+ D 1 '28

Is the manufacturer's specialty salesman worth what he costs? F. S. Gates. Sales Management 17:439-50 F 23 '29

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Credits in confectionery. W. D. Doak. il Credit M 30:21-2+ O '28

How one salesman unravels collection snarls. R. M. Ropp. Ptr Ink 142:33-4+ Mr 1 '28; Same. Pet Age 21:36+ Mr 15 '28

Iowa jobber cuts book accounts by readjusting credit policy. W. K. Halbert. il Nat Pet N 20:50-2 F 29 '28

Let the salesman be frank about credits with the customer. A. H. Deute. Ptr Ink 147:80-1+ Je 27 '29

Murphy varnish executives know their credits. A. Anderson. Credit M 31:14-15 Ap '29

Postum merchandising; credit policies include business service. H. D. Warrick. il Credit M 31:9-11 Ap '29

These salesmen's commissions are based on collections. M. E. Bridston. Ptr Ink 141: 3-4+ D 15 '27

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How one salesman unravels collection snarls. R. M. Ropp. Ptr Ink 142:33-4+ Mr 1 '28; Same. Pet Age 21:36+ Mr 15 '28

How one small town dealer added $240,000 a year to sales; Chandler hardware company. J. B. Kerwin. il Sales Management 14:123-4+ Ja 21 '28

How salesmen help collections. H. Z. Trabert. Credit M 31:36 N '29

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Training salesmen to make their own collections. E. W. Stryker. Ptr Ink M 17:45-6+ O '28

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**SALESMEN'S automobiles.** See Automobiles, Salesmen's

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Sales bulletins that put punch into a nationwide contest. R. Gates. Ptd Salesmanship 52:72-4 S '28

Standardizing branch-office programs; Lincoln Life weekly bulletin. E. P. Hermann. il Ptd Salesmanship 53:517+ Ag '29

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Aluminum calling cards have unique advantages. W. H. Watson. il Ptr Ink M 17:112 S '28

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Salesman and his desk. A. H. Deute. Ptr Ink 142:54+ Ja 19 '28

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California perfume's new sales portfolio shows products in use. G. E. Mitchell. il Ptd Salesmanship 53:224 My '29

Getting retail salesmen to deliver sales talk logically and fully. W. Perry. il Ptr Ink M 16:36+ Mr '28

Industrial advertiser secures 2982 inquiries in 6 months; Master builders company, Cleveland. M. K. Powers. il Adv & Sell 12: 34+ Ja 9 '29

Pages from a salesman's portfolio; Copeland sales co. il Ptd Salesmanship 54:34-5 S '29

Some live wire ideas for the salesmen's portfolio. J: J. McCarthy. Sales Management 18:588-90 Je 22 '29

Third element in selling; Kardex portfolio. W: H. Burke. il Sales Management 14:857+ My 26 '28

This sales kit closes even the hard-boiled buyers. C. E. Pellissier. il Sales Management 19:243+ Ag 10 '29

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Dunlop Rubber holds a stop watch on sales work. J. C. Given. Sales Management 14: 1035-6+ Je 16 '28

Helping salesmen reduce unproductive time. R. Erlandson. Sales Management 16:94 O 13 '28

How six companies record salesmen's expenses. W. F. Wyman. System 3:29-30 Jl '29

Keep salesmen's report blanks up to date. Ptr Ink M 19:94 N '29

Liggett & Myers tobacco company keeps its eyes on consumers. E. Whitmore. il Sales Management 17:320 F 9 '29

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Vhat do you know about your customers? R. C. Hay. Sales Management 14:279-80+ F 18 '28

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Iid-summer meeting, White Sulphur Springs, W. Va., June 27-28. Iron Tr R 85:23 Jl 4 '29; Iron Age 124:41 Jl 4 '29; Foundry 57:603 Jl 15 '29

**STEEL handling**

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Crane magnets aid metal handling. il Elec W 91:93 Ja 14 '28

Double duty—double dividends; moving raw material and scrap; Federal pressed steel company. H. W. Tinker. il diag Factory & Ind Management 77:730-1 Ap '29

Double plate turn-over device for inspecting. il Iron Age 121:1668 Je 14 '28; Iron Tr R 82:1480 Je 7 '28; Blast F & Steel Pl 16:795 Je '28

Handling drill steel at the North Star. il Eng & Min J 126:172 Ag 4 '28

Handling sheet steel by machine; illustrations. Am Mach 70:159 Ja 24 '29

Heavy stock is easily handled. il Factory & Ind Management 78:293 Ag '29

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Magnet handles hot iron and steel. F. W. Jessop. il Blast F & Steel Pl 16:1077 Ag '28

Magnetic tables to handle steel. il diags Iron Age 124:1247-8 N 7 '29; Iron Tr R 85:1179-80 N 7 '29

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